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MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



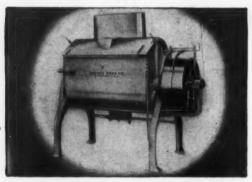
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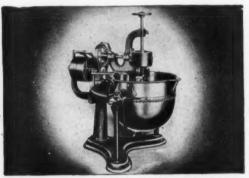


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Certainly, we can make delivery! Not every order can be filled, of course; but if you are in direct War Work, you will have the necessary priority to obtain new or used SAVAGE Equipment. Get in touch with us.

SAVAGE Machinery is turning out "pogie bait" for our Fighting Forces, energy-giving between-meal candy snacks for War Workers, and morale-building sweets for civilian candy eaters. SAVAGE Machines are truly "triple-barreled."



TILTING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.

There is hardly a plant in the Industry which does not have some piece of SAVAGE machinery or equipment in it, giving faithful and efficient service, day for day, and year for year. Almost a century of service to manufacturing confectioners has made the name SAVAGE synonymous with candy machine quality.

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Photos, top: A part of our modern still room. Below: Loading a still preparatory to distillation; then, removal of exhausted plant material.



1871

HE privilege of supplying many of this industries' hundreds of manufacturing confectioners with uniform, high quality candy flavorings and essential oils, carries with it certain responsibilities and obligations which we regard as binding. Not the least of these is that our products be made according to the most rigid standards, and our expanding manufacturing facilities (pictured here in part), where all operations are under the personal supervision of our own experts, give concrete proof of our determination to fulfill this trust.

In some cases still, however, dependence upon the products of outside manufacturing sources has advantages impossible to surpass, such as, for instance, the matchless "EXCHANGE" BRAND Citrus Oils* which we and one other supplier handle as agents, exclusively. But in all such cases, we have represented only those producers whose ideas of quality have coincided with our own. Such practices have enabled us to supply flavoring materials and essential oils representative of the finest that human skill and modern, sanitary methods of production can produce.

ⁿCalifornia Cold Pressed OILS of ORANGE and LEMON USP XII. These are products of the California Fruit Growers' Exchange, one of the world's greatest cooperatives. Scientific control from seeding to finished oil insures products far superior in uniformity and quality to any similar oils produced anywhere today.

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871

THE

MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT. PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

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"It's Money In Your Pocket"

To Be Listed In The WHO'S WHO of Candy Plants

How BIG are you to your jobbers?

Those "volume buyers" of your candy who will be so important to you when the "seller's market" ends, know only as much about you as you tell them. You are, to them, only as "big" as the knowledge you have provided.

How many have ever been in your plant?

How well do Buyers know your executives?

Perhaps not one in a hundred of the vitally important 9000 volume buyers of candy have ever visited your plant or really know your executives.

Do they know your quality standards?

Confidence is built not only on knowing how good a candy tastes but in the assurance that its ingredients are pure and its manufacture is sanitary.

Do they connect your Brand Names to your name?

We know from hundreds of inquiries how often Candy Jobbers have not been properly sold the connection between Brands and the firm.

Tells Who you are and Where you are!

The Candy Buyers Directory lists more than 550 wholesale manufacturers and gives their addresses to these 9000 volume candy buyers.

Tells What You Make!

It classifies by 60 kinds of candy the firms from which they can be bought. It provides this useful information to every wholesale jobber of candy, army and navy procurement offices, grocery and chain store buyers, tobacco wholesalers, department store buyers and big retailers. It is the reference source of information for all big buyers of candy and is the only directory of its kind.

OPPORTUNITY

to tell the people who ought to know, all about your firm.

Advertising in the Candy Buyers' Directory gives you the chance to visually take your prospects into your plant, meet your executives and understand the quality and objectives of your house. Make good friends of these jobbers and tell them a lot about your product and plant for they are your direct customers. Make sure your firm name and brand names are connected in their minds. Make the 1944 Candy Buyers' Directory your "Who's Who."

THE Candy Buyers' DIRECTORY

published by

The Manufacturing Confectioner Publishing Co.

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a highly satisfactory substitute for the genuine article. Has the typical flavor characteristics of the natural fruit. Your customers will like it.

A sample will convince you.

Write for it at once.

Look to us for Outstanding
NATURAL, FRUIT and
Fine IMITATION FLAVORS
ESSENTIAL OILS . . .
TERPENELESS OILS



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Food Will Win the War

You can be proud of the role that candy plays both on the war front and production front. For, not only is candy a delicious food, but also it is a fighting food — yes, even a morale building food. "King Corn" provides several vital ingredients, and gives energizing sweetness and smooth, rich body. Although today Penick & Ford's is a war-food plant, nevertheless we value the Confectioners' business and will do our best to continue deliveries of Penford Corn Syrup, Confectioner's "C" Starch, and Douglas Moulding Starch.

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— Jackey CEPAR RAPPE INA





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Ready For You Now!

This Booklet is a Practical Answer to the Problem of Candy Scrap Recovery

MODERN METHODS OF CANDY SCRAP RECOVERY

Wesley H. Childs
Research Laboratories,
General Mills, Inc.



Y ou cannot afford to waste recoverable candy scrap, in these times. Every bit contains ingredients that are too valuable to destroy. This book tells you how to recover these materials and re-use them.

Learn, then, how you can re-use these scrap candy ingredients without loss of value. Also, how you can re-constitute the raw materials to perform primary functions in first-grade goods. This booklet has chapters on

- 1. HARD CANDY
- 2. CHOCOLATE-COATED PIECES
- 3. GUM and PAN ROOM PIECES

Mr. Childs is no longer active in the candy industry. But prior to his present work, he spent years in the sugar and confectionery industries in responsible positions concerned with chemical control and development. In his research for material for this treatise, he has had the cooperation and assistance of raw materials and equipment experts in our own industry as well as allied fields.

PRICE PER COPY-\$1.00

Book Sales Dept.

THE

MANUFACTURING CONFECTIONER

400 W. Madison St.

Chicago, III.





Government restrictions upon the Chocolate industry will necessarily limit production. We will however maintain our policy to make Merckens Chocolate Coating and Cocoa the best!

Taking care of our customer's needs will be our earnest endeavour although full cooperation with our government may prevent supplying every requirement.

MERCKENS CHOCOLATE CO., Inc.

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Confectioners Crystal Three Star Corn Syrup Cerelose, pure *DEXTROSE* sugar



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You are assured of the finest lemon flavor in your products when you use Exchange Oil of Lemon, U.S.P.

Whether you buy it in January or July, you know you are providing precious lemon flavor and aroma.

Yet this precious lemon flavor is yours at a thrifty price made possible by the Exchange's thorough laboratory control and the unsurpassed production of the world's largest group of Sunkist Lemon Growers.



Sold to the American Market exclusively by

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Producing Plant: Exchange Lemon Products Co., Corona, California

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In the last war, candy was but a confection . . . today it is a fighting ration!

Candy has come into its own. For dietary authorities recognize its value. It builds quick energy—it improves morale—it satisfies the fighting man's craving for sweets.

H. Kohnstamm is proud that Atlas Brand Colors and Flavors are used by so many manufacturers. We appreciate the confidence you have placed in us. We are glad you have often accepted our proffered assistance to meet your problems.

What are your color and flavor requirements? The House of Kohnstamm will welcome the opportunity to provide for them. The reputation of H. Kohnstamm & Co., in continuous operation for 93 years, is your guarantee of complete satisfaction.

H-KOHNSTAMM ESTABLISHED 1851 & COMPANY, INC.

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- 11-13 E. ILLINOIS ST., CHICAGO
- . 4735 DISTRICT BLVD., LOS ANGELES









Getting Things Done

The 60th Annual N. C. A. Convention has been written into the records now, but it will stand out in bold relief

as the most effective meeting of its kind.

Under the pressure of wartime conditions, the annual meeting became a Wartime Conference. The dances, golf tournament, frills and furbelows were all dispensed with. The merrymaker's loss was the industry's gain. With nothing but business to be attended to during the three days of the conference, a note of seriousness, of wanting to tackle a tough job and get it done, of meeting wartime problems and finding their answers was observed.

The sense of urgency in meeting their problems on the part of those in attendance boded no good for the enemies of the United States and her allies. These men were not there to have a "good" time. They were there to hear what the experts had to say and to question the experts as to how each could do his own job better. There was no note of irritability at the restrictions placed on raw materials nor was there a tendency shown to blame or to "leave it up to the government", but rather a sense of "what can we do to help?"

The officers and men of the National Confectioners' Association are to be congratulated on the fine program they presented and the manner in which the program was handled. There was no delay, no "wondering what we'll do next." Each move was mapped out in advance and the schedule was strictly adhered to. It was effective generalship on the part of all who had a part in present-

ing the program.

In passing out the bouquets, the speakers should not be forgotten. Each speaker came to this meeting with a definite contribution that was of vital importance to every listener. If individual comment could be made, it would be necessary to comment on every man appearing on the

program.

There would be less adverse criticism of Lend-Lease operations if all of us could hear such a straightforward discussion of the aims of that organization and the work it is doing, as was presented by Major Olmstead. There would be less confusion all around if all of us could have sat in and heard the problems as being faced by our government and then the reasons why the candy industry as well as others has been asked to cut down in certain respects.

From time to time this publication has spoken of various activities which have been undertaken to promote the dignity and stature of the confectionery industry. Nothing which the industry has accomplished within its own national organization has done any more to achieve that end than the Sixtieth Annual convention of the National Confectioners' Association—the War-time Conference—just completed.

The meeting was a functional one rather than one for entertainment and as such, it was packed with vital information. In the words of one of the older members, "It was the best meeting I have ever attended." That's the highest praise we know of and completely sums up our feelings.

\$7,140,000 Worth of War Bonds!

When the auctioneer's gavel fell for the last time at the Chicago Candy Club War Bond auction sale, a new record had been hung high for all to see.

Quantities of ex-quota candy were offered as an inducement. But no inducements were needed. Many buyers did not take the candy allotments which they were

entitled to after bidding on it.

Patriotic loyalty to our free United States and to the boys offering their lives on the battlefront that it may remain free was enough incentive for these candy men. We take our hats off to an industry that can get together

and do the things this one has done.

For three days, these men sat through a convention and listened as their problem were being discussed by officials who knew part of the answers at least. For three days, they sat and heard hard facts about supplies of raw materials and how short they were. But if anyone expected them to get up and blast the government and government officials with invective, blaming them for the shortages now prevailing, then those people were wrong. These men asked and demanded to cooperate in any way they could.

If there was still any tinge of doubt in anyone's mind as to how far the candy industry would cooperate to get this war over quickly, then that answer was given in the Hotel Sherman, when excitement rose to fever pitch as members of the industry turned their billfolds, purses, and pockets inside out while they dug deep for dollars

to blast the axis.

We take our hats off to the fighting men and women on the battlefront and on the home front and we take them off to the men who will buy \$7,140,000 worth of war bonds in one night. That knid of spirit can't be beaten!

"Are You Saving Paper Mister?"

Sure, you probably have entered the waste paper drives and cut down a great deal on use of paper. But there is probably more that can be done. The government has again asked everyone to cooperate in saving paper. Its better to cooperate now than to face a shortage later.

When you are checking your paper supplies this summer, make a note of the fact that you are going to make more savings than you have done in the past. What about your various forms? Can they be 'cut down in size without losing any of their effectiveness? If they can, then you will make a substantial paper saving right

(Please turn to page 27)



N.C.A. Wartime Conference Strips Decks-Gets Action!

By EDGAR P. MERCER Associate Editor THE MANUFACTURING CONFECTIONER

> Golf games, dances, and other frills were wartime casualties as the 60th annual meeting of the National Confectioners' Association got under way with boards of "experts" to tackle and discuss the problems of the candy industry facing the rigors of war.

 ${f T}$ he 60th annual convention of the National Confectioners' Association which gave way this year to a

streamlined, Wartime Conference adjourned at 2:30 p.m.,

June 4, as President Philip P. Gott brought the gavel

down in the meeting room at Chicago's Palmer House

Election of officers and directors of the National Con-

fectioners' Association for the 1943-1944 fiscal year, held

during the N. C. A. wartime conference in Chicago, resulted as follows: Charles F. Scully, comptroller, William-

son Candy Co., Chicago, and Harry L. Brown, president, Brown & Haley, Tacoma, vice-presidents; the latter reelected; Arthur L. Stang, treasurer, Cracker Jack Co., Chicago, reelected secretary-treasurer; Philip P. Gott,

New directors elected: John H. Reddy, New England Confectionery Co., Cambridge, Mass.; Irvin C. Shaffer, Maillards Inc., New York City; Charles C. Chase, Chase Candy Co., St. Joseph, Mo., and John W. McKey, Euclid

Candy Company of California, San Francisco. Directors

reelected: C. R. Kroekel, Kroekel-Oetinger, Inc., Philadelphia; O. F. Sealy, Johnson-Fluker Company, Atlanta,

and Theodore F. Stempfel, E. J. Barch and Sons, Chicago.

tion agreed heartily with the words of W. C. Dickmeyer,

Wayne Candies, Inc., when he announced that this was

Several hundred members and guests of the associa-

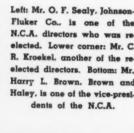
There was no display of products this year. The emphasis was entirely on ways and means of meeting wartime problems, which in some instances, are hitting this industry hard. A few very pessimistic notes were sounded and a few optimistic chords also found their way into the picture. However, the general concensus of opinion

continued as executive president.

the best meeting he had ever attended.



Mr. Irvin C. Shaffer, Maillard's Inc., is a newly elected director of the National Confectioners' Assocation. Left: Mr. Theodore Stempfel, E. I. Brach & Sons was re-elected as a director of the N.C.A. at the recent conference.







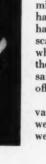


Fluker Co., is one of the N.C.A. directors who was reelected. Lower corner: Mr. C. R. Kroekel, another of the reelected directors. Bottom: Mr. Harry L. Brown, Brown and Haley, is one of the vice-presi-

> was that despite real and imagined hardships, conditions could be a lot worse. This feeling can be best summed up by this little story, heard at one of the luncheon tables:

> 'Two gentlemen were talking. One was extremely pessimistic while the other gentleman was very optimistic and happy. 'How can you be so happy,' said his friend, 'we haven't got as much to eat as we used to have, steaks are scarce, sugar is hard to get, butter is disappearing, just what is the reason for your happiness?' 'Well,' answered the happy man, 'I will grant that everything you have said is true but I figure that we are now 25 percent better off than we will be next year!"

> The conference got under way with the meeting of various committees on Tuesday, June 1, which meetings were followed by a pre-conference get-together which was well attended and met with a great deal of interest.



Lt. Com. Philip Nicholas, U. S. Navy Senior Chaplin, Navy Pier, Chicago, led the assembled members in prayer at the opening luncheon. General Program Chairman Charles F. Scully, Williamson Candy Co., was introduced by President Gott. Mr. Scully, in turn, introduced the speaker, Mr. L. M. Melius, director of merchandising, H. J. Heinz Co.

Must Live With Difficulties

We must learn to live with difficulties, said Mr. Melius in his talk. If members of industry want to continue as free business men as in the past, it is necessary to fight for the privilege. American business men do not need self-appointed protectors in government, he continued, because Americans are capable of using their own judgment.

Mr. Melius continued his talk by saying that it is up to the food industry, of which candy manufacturing is a part, to meet wartime problems by turning to new items and learn new ways of packaging. It is vital to maintain brand names and individuality in these times, he said. Research is playing an important part now and must continue to be important in the future. War-caused difficulties have caused much trouble to business but these

difficulties must be met with ingenuity.

As Mr. Melius finished his discussion of "The Food Industry in Wartime," the luncheon meeting was adjourned and followed immediately by a presentation of the work done during the past year by the Council on Candy as Food in the War Effort. This program was in the nature of a radio broadcast with Mr. "Ted" Stempfel, E. J. Brach & Sons Co.; N.C.A. President Philip Gott; Bob Barton of Batten, Barton, Durstine & Osborne agency; Jos. Hicks, public relations council; an NBC radio official and three voices. The skit explained just what has been done and the results gained by the Sunday afternoon radio program, "Washington Reports on Rationing."

This program was declared to be the leading one of its kind on the NBC radio network's list and that it is growing in popularity by leaps and bounds. High governmental officials have been heard in the past and more will be heard in weeks to come. The prestige of the candy industry is being built up to great heights by this program which is the only one giving a week by week, official

picture of what is going on.

Appeals for Funds

Paul R. Trent of the Schutter Candy Co., led an appeal for further funds to maintain the program for the balance of the year. Mr. Trent reiterated that no other industry has a means of building its reputation and increasing its dignity as the candy industry has with its regular program.

Mr. E. S. Dowling, Dilling & Co., Indianapolis, was

N.C.A. President
Philip P. Gott. who
was re-elected as
president of the association at the recent 60th annual
convention held June
2-4 inclusive.



Mr. Chas. F. Scully, Williamson Candy Co., elected co-vice president with Mr. H. L. Brown. Mr. Scully was general program chairmen at the convention.



Right: Mr. Charles C. Chase. Chase Candy Co., who was one of the newly elected directors of N.C.A. Corner: Mr. Arthur L. Stang. Cracker Jack Co., reslected secretary-treasurer of the N.C.A.



Right: Mr. John W. McKey, Euclid Candy Co., another of the newly elected directors of the N.C.A. Election of all of these officers took place during the 60th Annual Convention of the N.C.A.





chairman of the sessions dealing with the "Outlook for Raw Materials." The first man introduced to the audience, was Mr. Gordon Peyton, Assistant Administrator,

Special Commodities Section, FDA.

Mr. Peyton said that the function of his agency was to aid and help industry, not to hinder. At present, Mr. Peyton said, the WFA, WPB and OPA control most of the materials available to industry. However, it is not the plan of the WFA to restrict the use of any edible materials if other action can be found.

Before any new regulations are made, there must be a good reason for the order and it must then be invoked only when all other measures have failed and it becomes

imperative that something be done at once.

The candy industry has cut the use of certain raw materials in small amounts. Sugar, which makes up 40% of the raw materials used by the candy manufacturer is rationed, of course, and is held down somewhat in use because getting it here is a shipping problem that hasn't been met as yet.

Corn syrup makes up about 25% of the raw materials used in the industry and as yet, no legal limit has been placed on its use. However, corn syrup estimates show that there will be about 11% less corn produced than in 1942 and that will, naturally, have a very definite effect on the syrup availability. Cocoa bean products make up about 15% of the raw materials used by the industry. The quantity available, is again controlled by shipping space available.

Cocoa Stockpiles Dwindle

When the war started, large stockpiles of cocoa products were on hand in the U. S. These stockpiles have tided us over so far. It is hoped, however, that an increase in importation can be made soon.

Milk products will be scarcer in 1943 which will mean that their use will probably be cut somewhat in this industry. A nine percent egg production increase is expected but it is believed that supplies of this product to the industry will remain about the same as those in 1942. The use of decimated coconut is to be cut down for 1943 because the shipments of this product to the U. S. has been almost entirely cut off.

Mr. Ody Lamborn of Lamborn & Co., discussed the sugar situation. "Astounding as it may appear," said Mr. Lamborn, "the United States government, in administering a program of cane purchase and beet subsidy, has effectively restricted, or hampered through tardy action, production of sugar in vital supply areas, in spite of the food crisis, without regard for the world-wide shortage in carbohydrates, and in the face of a potential demand of tremendous proportions as the countries now dominated by the axis are redeemed."

Mr. Lamborn reported that our current beet crop will fall short of 1942's production by nearly 500,000 tons. Cuba's production will be cut one and three-quarter million tons. All of this points to a continued shortage of

sugar for all purposes.

Mr. L. G. Preston, vice-president of the American Maize Co., said that the corn syrup situation was most acute. This shortage of syrup is due to two things, an economic problem and a supply problem.

Corn Ceiling Hurts

First of all, corn being fed to hogs in this country is worth \$1.25-\$1.40 per bushel when used in this way. On the grain exchange, the same corn is worth only \$1.07 because of the government price ceiling which was fixed some time ago. Naturally, the farmer who produces this corn isn't going to sell his corn over the exchange at \$1.07 when he can get up to \$1.40 for it as livestock feed. For that reason, receipts as low as three and four cars a day were noted on the Chicago Board of Trade in recent weeks.

Mr. Preston went on to say that in 1943, corn production in the United States was approximately 1,300,000,000 bushels but that hogs were eating up 10,000,000 bushels per day. This will mean a great shortage of



Joint meeting of research and public relations committees—Left to right, front row—John W. McKey, Euclid Candy Co. of San Francisco, California, new director; O. B. Elmer, Elmer Candy Co., New Orleans; Dr. Ancel B. Keys, laboratory of physiological hygiene, University of Minnesota; Col. Rohland A. Isker, chief, subsistence research laboratory, Chicago Quartermaster Depot; C. O. Dicken, E. J. Brach and Sons, Chicago; J. R. Maxwell, S. F. Whitman & Son, Inc., Philadelphia; Philip P. Gott, N. C. A. president, Rear row, left to right—Arthur L. Stang, Cracker Jack Co., Chicago, reelected N. C. A. secretary-treasurer; Dr. Stroud Jordan, American Sugar Refining Co., New York City; Theodore Stempfel, E. J. Brach & Sons, Chicago; reelected director and acting Chairman Council on Candy as Food in the War Effort; Otto Wendt, E. J. Brach & Sons, Chicago; reelected director and acting Chairman Council on Candy as Food in the War Effort; Otto Wendt, E. J. Brach & Sons, Chicago; R. G. Trudeau, Trudeau Candles, St. Paul; behind Mr. Trudeau, Iace helihidden, H. Reddy, New England Confectionery Co., Cambridge, Mass., new director; H. G. Zlegler, George Ziegler Co., Milwaukee, chairman, pre-conference get-together; Paul R. Trent, Schuiter Candy Co., Chicago; H. B. Cosler, National Candy Co., Chicago; C. R. Kroekel-Oetinger, Inc., Philadelphia, reelected director; Russell Stover, Mrs. Stover's Candies, Kansas City, Mo.; Bob McCormack, Bobs Candy and Pecan Co., Jehlany, Ga., Dr., Cherles G., Rimpila, E. J. Brach & Sons, Chicago; A. C. Baker, Brecht Candy Co., Denver; Harry L. Brown, Brown & Haley, Tacoma, reelected vice-president: Theodore White, Sierra Candy Co., San Francisco; Captain Wright, Quartermaster Department, Chicago; James A. King, vice-president: Theodore White, Sierra Candy Co., San Francisco; Captain Wright, Quartermaster Department, Chicago; James A. King, vice-president: Theodore Co., New York City.

corn for grain sales. All together, the corn syrup picture is not a pretty one. There is about a 20 day supply of corn syrup in the industry right now, explained Mr. Preston. And, according to him, about the only answer was to try to make some changes in formulae or amount used.

In discussing chocolate and its condition now, Mr. W. F. R. Murrie, president of the Hershey Chocolate Corp., said that the situation is grave but by no means dangerous. We had much chocolate on hand at the start of the war and are now getting some in again by returning ships. However, at first, the submarine menace was so great that boats could not stop on return voyages to pick up cargoes. They had to rush back for supplies and start immediately back to the war zone. However, as Mr. Murrie pointed out, chocolate supplies won't mean a thing to the candy maker unless he can get a sufficient supply of sugar, syrup, etc.

During the question and answer period following this talk, Mr. J. M. Whittaker, Chief of the Confectionery Section, FDA, said that arrivals of cocoa beans have been increased. He pointed out that the inventory in the hands of manufacturers on July 1st, will be 10 percent greater than in January. He believed that the quota could be raised by the end of the year.

Peanuts Serve Candy Industry

The peanut industry, which serves up 60% of its production for use in the nut form, is serving the candy industry well, according to the report given the conference by Mr. Roy E. Parrish, Georgia Peanut Co. Mr. Parrish went on to explain that the 1943 production may reach 2,000,000 tons which means that there probably will be no peanut shortages developing.

Some candy men, explained Mr. Parrish, say that the peanut is the only nut left for popular priced candy and they also say that by the use of peanuts they can, in many instances, stretch their limited supplies of chocolate and their sugar.

"When a ton of peanuts is crushed for oil there is only 600 pounds of food produced for human consumption. When a ton is eaten as such in candy, as salted peanuts, or in peanut butter there is made available 1400 pounds of human food, bearing in mind, the 600 pounds of fat still are there and still are 90 percent digestible by the human system. The remainder is a rich protein food—a meat substitute, if you please—one of the most highly recommended of all."

The quantity of peanuts going into the edible trade, continued Mr. Parrish, from last year's crop is 50 percent greater than ever before in history. By the edible trade, he meant the peanuts cleaned, shelled and shipped to go into confections, peanut butter and out-of-hand eating. Last year, 700,000 tons of peanuts went into this channel.

Fats, Oils Situation Grave

In touching on the fats and oils situation, Mr. G. Norman Bruce of Durkee Famous Foods said that the situation was very tight right now in regard to these products, but it is not hopeless. However, loss of foreign supply has made it necessary to export a large portion of our supplies to our allies. Point rationing, of course, has been the final result of the critical situation existing on these important products. At present, the WFA plans to emphasize greater production of fats and oils. It is expected that some sort of subsidy plan to farmers will be worked out to aid these plans.

From the subject of raw materials outlook, the interest of the assembled group swung to the Production Forum Session in which such leaders as Charles C. Chase, Chase Candy Co.; Miles N. Allen, Package Machinery Co.; John Johnston, Walter H. Johnson Co.; James A. King, The Nulomoline Co.; E. B. Moran, Manager Central Division, National Association of Credit Men; and Arthur Snapper, Milprint Co., all took an important part.

Mr. Miles N. Allen, Package Machinery Co., discussed the problem of purchasing capital equipment. If a manufacturer wants a piece of machinery with a value of \$200 or more, he will need to get a priority rating and will have to fill out form PD-la. Mr. Allen cautioned that before ordering the machine or trying to get a priority rating on it, the prospective buyer should be prepared to assure the WPB, or its branch with which the buyer expects to do business, that the machine is vital to the war effort in its proposed new location, that it is absolutely essential, and that a machine is available.

Therefore, the logical first step is to decide on the above essentiality and then to locate a machine. After this has been done, it would be wise to go down and talk the situation over with the WPB or one of its branches.

The filling out of the PD-1a form is relatively simple according to Mr. Allen. The first question asks for the name of the firm, address and phone number. The second question wants to know what the final product or service to be made or rendered by the use of the machine. In this case, for example, you would answer perhaps, wrapping candy bars. The third question wants the reference number entered. On the fourth question, the nature or description of the business in which the machine will be used is wanted. Here again you probably would answer, manufacturing confections.

In the fifth question on this form, a description of material or equipment should be made in non-technical terms and with the percentage of alloys used in the machine. The sixth question wants to know where the machine will be delivered. The seventh, how the machine will be used. This would be checked as capital equipment.

Question Eight is Simple

Question number eight asks, "Is this a second application for a machine which application was denied before?" The ninth question asks who the item is to be secured from. Number 10 wants to know the name of the probable supplying firm, No. 11, if a rating has been requested to release the material. In question No. 12, the information is requested as to how the product or service resulting from having the machine will affect the war effort or civilian needs and the reasons why it is wanted, such as cost reduction, speeding up of production, etc. Under question 13, it is necessary to list the amount of sales and their total dollar value as a result of use of the machine and where, that is what plant or division, the machine is to be located. All of these answers are obvious.

In filling out question 15, which asks if the machine will or will not be capital equipment, the following information should be included:

(A). Relation of the machine to production or services rendered. (B). Will the item be used to expand, repair or replace existing facilities. (C). Do you have any of the same type of machines now? (D). What disposition is or will be made of presently replaced equipment? (E). Give the present number of employees where the machine will be used. (F). What is the average weekly use in hours? (G). Give an estimated life of the equipment. (Capital equipment is usually estimated on a 10-year depreciation basis).

Under question 16, which asks what rating is requested for what machines include full information.

In other words, said Mr. Allen, if you sit down and talk over your problem with the WPB agency, have all of the information needed, you should not have trouble getting the machine if it is available. Send a letter giving full details as to why you want the machine, what you'll do with it, etc. If you get the rating, that can be extended to your supplier. If your request is turned down, file it again in 10 days as new supplies may be released then.

In answering questions during this session, the speakers said that it was necessary to have a PD-1a form filled out for any machine, regardless of age, before it could be secured if the machine was valued at \$200 or more. To get these machines, the buyer must give the seller an A9 rating or better. One question was asked as to whether or not it is necessary to have a WPB order to sell equipment outside of the United States, such as to Mexico, and the answer was that it was necessary to have such an order.

Wrapping Machines Scarce

When asked if there were many used candy wrapping machines in the country, the answer was that none were known of, that were available. Electrical equipment such as motors, switches, etc., was reported to be scarce but in answering the question as to how to get this material, the speakers said that requests for this type of equipment should be filed under CMP-5 and that the prospective purchaser must have a AA rating.

The discussions by Mr. James A. King, Nulomoline Co., on "Use of New and Alternate Ingredients" and by Mr. Arthur Snapper, Milprint Co., on "Packaging Streamlined for War" will appear in full elsewhere in this issue.

In his discussion of Vitamin C₅ in Business, Mr. E. B. Moran discussed the advisability of having adequate plant insurance coverage. He cited a number of case histories in which smaller concerns lost everything through improper insurance coverage. Another point he stressed, was that the purchaser of this type of insurance should be fully familiar with it and with what his particular policy covers. In other words, the company that is properly protected, does not have to worry about the bug-a-boo of injury, fire, accident, etc.

Mr. F. T. W. Saunders, administrator of the Wartime Price and Trade Board of Cocoa and Allied Products in Canada, spoke for a few moments and brought the greetings of our fellow Candy makers in Canada. He said that Canada is suffering from the same shortages and problems that the United States candy men are suffering from.

Food Value of Candy

The subject of "Food Value of Candy" was handled by Dr. George R. Cowgill, Department of Physiological Research, Yale University; Dr. Ancel B. Keys, Laboratory of Physiological Hygiene, University of Minnesota; Col. Rohland A. Isker, Chief, Subsistence Research Laboratory, Chicago Quartermaster Depot; and Dr. Stroud Jordan, American Sugar Refining Co., all under the chairmanship of H. B. Cosler, National Candy Co. The paper by Dr. Keyes will appear in full in the July issue.

"Confections play a large part in the special rations of the Army," said Colonel Isker. "Due to the uncertainty of where these rations will be used and how long they will be packed before using, we are still using the hard candies that we know will reach the soldier in good condition.

"We require that these confections be individually wrapped so that they will not stick together in hot humid

countries. I have purchased hard candies in the tropics, packed in bottles, with the contents all fused into a solid mass. It was necessary to break the bottle, which is always a dangerous procedure.

Interested in New Confections

"The Army is interested in getting other kinds of confections, especially the chewy kind, provided they will keep their chewiness for at least one year.

"Confections tested at the Subsistence Research Laboratory containing peanut butter and oleo fats turn rancid in a comparatively short time. If fats are used, they must be stable and meet the requirements now called for in Army biscuits

"The fudge bar," continued the Colonel, "manufactured for the C Ration about two years ago still has possibilities. We have such bars, put up in August, 1941, still in good condition with the exception that they have hardened somewhat.

"At present we are using candy in the following special rations:

"U. S. Army Field Ration C——3-oz. hard candy per day. U. S. Army Field Ration D——three 4-oz. chocolate bars. U. S. Army Field Ration K——one 2 oz. fruit bar; one 2-oz. package malted milk-dextrose tablets; one 2-oz. bar of D ration. Five-in-One Ration—one 2-oz. fruit bar per man; one 13/8 oz. package hard candy per man."

"The formulation and maintenance of an adequate diet do not depend upon the selection and use of any one single food or group of foods," according to Dr. Stroud Jordan. "The human race has grown and multiplied on a diversified diet. Those who are the best fed are those who have access to the greatest variety of appetizing and acceptable foods. Too much stress cannot be placed upon the fact that food must look good, smell good and taste good. If it fails to please in all these respects, there will be no voluntary consumption."

Candy Has a Place

Jordan further explained that candy is not always a complete food but that it does have a place in the diet. Even milk sometimes needs added ingredients for infant feeding despite the fact that it is the most nearly perfect food. "We must not," said Dr. Jordan, "condemn any single food product just because it will not, of itself, perpetually sustain life but we must evaluate each individual food product and make such use of it in our dietary as seems to be indicated."

Candy does contain, in varying amounts, carbohydrates, fats, proteins, minerals and vitamins, Dr. Jordan explained. "It is true that they may not occur in optimum proportions in any one candy type, but to expect that they should is seeking Utopia, which is rarely, if ever, schieved."

Candy's widespread acceptance, he said, is due to eye and taste appeal. To those who would suggest adding other products just to increase candy's value, Dr. Jordan issued this warning:

"While candy is rarely, if ever, a complete food, it does contain desirable food ingredients that are acceptable additions to the dietary. To compound it with untried raw materials solely from the standpoint of increasing food value may cause it to lose its appeal and, as a consequence, the human dietary will lose that portion of the protective foods it now obtains from the present candy types."

Following this discussion, the assembly adjourned for (Please turn to page 29)

A.R.C. Elects New Officers at Meet

A t the recent convention of the Associated Retail Confectioners held at the Hotel Sherman in Chicago, the following new officers were elected for the year:

President, Elmer Wieda, Wieda's Inc., Patterson, N. J.; Seymour Neill, first vice-president, Mrs. Snyder's Homemade Candies, Chicago; Mr. H. L. Jeffery, Jr., Second vice president, The Maude Muller Candy Co., Dayton.

New members of the executive committee are:

Mr. D. G. Ross, Welch's Candy Ltd., Los Angeles, California; Mr. Charles H. Welch, Jr., Fred W. Sanders, Detroit, Michigan; Mr. Theo. Marquetand, Marquetand's, Philadelphia; and Mr. H. F. Montgomery, Price Candy Co., Kansas City, Mo. Other members of the committee are: M. D. Meiss, Putnam's, Inc., Cincinnati, (Ex-Officio Member); John H. Jacobs, the O. P. Bauer Confectionery Co., Denver; G. R. Frederick, Busy Bee Candy Co., St. Louis; and Herbert R. Dimling, Dimling's Candy Shops, Pittsburgh.

The retiring members of the executive committee are: Mr. Lawrence A. See, See's Candy Shops, Los Angeles; Mrs. Russell Stover, Stover's Bungalow Candy Co., Kansas City, Mo.; Mr. Harold Jensen, F. G. Jensen & Sons, Inc., Springfield, Mass., and Mr. John Mavrakos of Mavrako's Candy Co., St. Louis.

Mr. Wm. D. Blatner, was again elected secretary-treasurer of the association.

At the house of Friendship, Lamont-Corliss Co., were the hosts and all who attended the affair expressed their appreciation of an enjoyable evening. The executives of Walter Baker & Co., entertained members of the A.R.C. at a cocktail party on Tuesday evening, June 1.

Schutter Bond Drive Tops 10 Million Dollars

The purchase of slightly over 10 million dollars worth of war bonds was the result of the Schutter Candy Company's recent series of dinner parties in cities throughout the United States, where inventories of candy were the incentive to the purchase of the bonds. At each

meeting purchases of War bonds entitled candy jobbers to bid on lots of exquota candy.

The largest sum, a total of \$569,000 in war bonds was raised at the Boston meeting. Other principal cities where the meetings were held were: Chicago, Milwaukee, Minneapolis, Pittsburgh, St. Louis, Denver, Baltimore, Indianapolis, Des Moines, Cleveland and Cincinnati.

According to Paul R. Trent, vice president of the company, the results of the candy jobbing industry's war bond drive

Paul R. Trent

have been reported to the President of the United States.

Functions of CCC Sugar Section

The functions of the sugar section of the Commodity Credit Corporation of the United States Department of Agriculture are: (1) To purchase, where possible, such crops of raw sugar in offshore areas as are available for shipment to the United States under current and prospective shipping conditions. (2) To resell to refiners such raw sugar as is purchased. (3) To work with the War Shipping Administration in the allocation, handling and loading of ships to transport raw sugar. (4) To work with the War Food Administration in the determination of allocations of raw sugar to refineries. (5) To carry out a program of incentive payments for the encouragement of beet sugar planting by purchasing sugar beets and reselling to processors. (6) To reimburse for excess costs arising out of war conditions for transporting, handling and insuring raw sugar during ocean transportation, and for transhipping and handling raw sugar from non-refinery ports to refineries. (7) To develop, in cooperation with the OPA and administer reimbursement programs for the purpose of aiding in the distribution of refined sugar in deficiency areas.

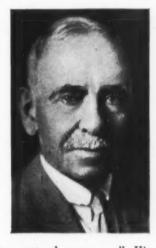
Boy's "Sweet Tooth" Starts Candy Business

The sweet tooth of a 15-year-old boy led to the establishment in St. Joseph, Mo., of what today is one of the largest candy factories in the Middle West.

E. E. Chase, chairman of the board of directors of the Chase Candy Company, has completed his 67th year of continuous service with the company and he recalls how he prompted the formation of the company.

Born in Whittington, Vt., Feb. 17, 1861, Mr. Chase

Mr. E. E. Chase, who's sweet-tooth lead to the establishment of one of the largest candy companies in the middle west. Mr. Chase has completed his 67th year as chairman of the board of directors and is still going strong.



came to St. Joseph with his parents when very small. His father, G. W. Chase, operated a grocery and produce business. When 15 years of age the son persuaded his father to bring two expert candy makers from the East and they produced the first Chase candy on the second floor of the grocery store at Second and Felix streets. That was in 1876.

The son then set out as a salesman for the firm and was immediately successful. He sold more candy than the two experts could produce.

That was the beginning of the company. The grocery and produce end of the business was quickly discarded and the new business grew rapidly.

Mr. Samuel W. Hallstrom In Memoriam

I t was with the greatest of regret that friends and rela-tives of Mr. Samuel W. Hallstrom, vice president and sales manager of the Walter H. Johnson Candy Co., heard of his death on Saturday, June 12, while on a trip to Los Angeles, California.

Mr. Hallstrom, who made friends wherever he went, leaves behind to mourn him, his wife, Adeline and a son,



Mr. S. W. Hallstrom who is mourned by his many friends in the candy industry.

William, and three brothers Arthur, of Evanston; Arvid, of Chicago; and Alfred, of Philadelphia.

In all his dealings with his fellowmen, Mr. Hallstrom was noted for his kindness, honesty and spirit of friendliness. Mr. Hallstrom was born January 19, 1891, in Chicago. He attended Wakefield high school, following which, he went to the Universities of Chicago and North-

Mr. Hallstrom started in the candy business with the Williamson Candy Co., in Chicago where he was in charge of crew work. From the Williamson Co., he joined the army and served 18 months overseas as an officer. Upon his return to the United States, he set up a brokerage business and continued in this business until he joined the staff of the Walter H. Johnson Co.

From the time of the inception of the Council for Candy as Food in the War Effort, Mr. Hallstrom was chairman of the committee and was one of the most active boosters of the group. He was vice president of the N. C. A. for the past four years and only turned down the reelection at the last meeting because of his illness from which he has suffered for some time. He was a past president of the Chicago Candy association, was a member of the American Legion and of the Masonic order.

Mr. Hallstrom's heart and soul were in the candy business and, with his wonderful faculty for making friends, he numbered them everywhere. He was very active in civic affairs, in Red Cross work and was often active as chairman of drives of various sorts in the industry. He was enthusiastic about his work, he trusted mankind and did everything he could to help everyone he came in contact with. These friendly and sincere attributes are scarce and are the more outstanding when they appear in a man of Mr. Hallstrom's character.

Funeral services were held at St. Peter's Episcopal church in Chicago on June 17. The Rev. R. Everett Carr officiated at the services. Honorary pall bearers

Walter Johnson, George Williamson, Theodore Stempfel, Ed Ossowski, A. F. Dirksen and Richard Wilde. Interment was made at Rose Hill Cemetery.

Synthetic Flavors Are Due to Meet Wider Use

I t was stated at the 34th annual meeting of the Flavoring Extract Manufacturing Association, that synthetic flavors developed to meet wartime shortages of the natural products have proved so satisfactory that they are likely to be continued in use permanently.

The meeting of the association was held in New York City recently. Lloyd E. Smith of the Virginia Dare Extract Company, was re-elected president of the associa-

Discussing the development of the synthetic flavors, John S. Hall, the association's executive secretary, explained that cinnamon, nutmeg, anise, caraway, and even an imitation chocolate flavor have been produced in the industry's laboratories by "artifice and synthesis." The artificial products he said, are of the highest quality in many cases being more desirable than the originals, and have already received wide consumer acceptance.

In addition, Mr. Hall explained the synthetic flavors are relatively inexpensive and it is expected that their extended development and use will permit even lower costs and insure their continued use by the industry.

Eugene F. Bertrand of the Owens-Illinois Glass Company, Toledo, Ohio, who discussed the glass situation as it affects the flavoring extract industry, pointed out that because the trade was classified in the pharmaceutical and proprietary container group, it had escaped much of the regulations restricting food container sizes. Although the industry has thus been comparatively fortunate, in view of the wartime needs, it is imperative that the operators attempt individual economies at once, he said.

Apparently there are not many if any, large stocks of empty glass containers in the country today, Mr. Bertrand declared. "We do not know whether or not further limitation orders might be necessary for seasonable food packs, but we hope you will find it advisable to eliminate small sizes and other than standard shapes

wherever possible."

The new regulations establishing a tax differential on alcohol will result in an annual saving of \$43,000,000 to users of non-beverage alcohol, it was pointed out at the closing sessions of the Association. The differential, while common in foreign countries, it was explained by speakers, represents a departure in taxing policy here.

Asserting that in the discussions which preceded the new regulations the alcoholic tax unit of the Treasury Department "for the first time did not oppose the differential," George H. Burnett of Joseph Burnett & Co., Boston, said that the "remaining difficulty is the requirement of the Treasury that claim for drawback be placed on a 'sales' instead of 'use' basis."

"It has been felt by all who have been in close touch with the situation, however," he said, "that we had better struggle along with this unfortunate state of affairs for the present and give the law a fair trial. If we find it unworkable, say at the end of another year, we can then apply for relief and with a better chance of success because of the experience we have acquired in trying to meet the requirements."

There appears to be "some unevenness" in the enforcement by the ATU of its rulings in the different districts, Mr. Burnett declared in discussing "Alcohol Tax Reduction and Its Problems.". In the New England, Detroit, Chicago and San Francisco districts, he said, a quantitative formula need not be supplied, although it is required in the New York and New Jersey districts. Assurances have recently been received from the taxing officials, however, that the quantitative formula requirement would not be continued, Mr. Burnett added.

Essential Oil Supply Threatened By Battle of the Atlantic

By FRANCIS T. DODGE Pres. Dodge & Olcott Co. New York City Shipping space is the key to more supplies of essential oils for the confectionery industry. This is our loss to the submarine menace. This talk was given before the Flavoring Extract Mfg. Ass'n Convention in New York.

In the recent so-called, Truman Committee Report, much emphasis was laid on the continued seriousness of the U-boat menace, with its attendant havoc in the shipping lanes. To the importers of essential oils, as well as of every other foreign article, this menace continues to be one of the most serious problems we have to face, and

Mr. Francis T. Dodge, president of Dodge & Olcott Co., says "fortunately, for members of the Association, cils most needed are produced near by which means a minimum of difficulty in getting shipments to this country."



perhaps particularly with respect to essential oils, because in the eyes of the authorities in Washington our general line does not loom as important as do those lines involving articles directly necessary to the war effort.

In many instances, where American importers are ready and anxious to bring in essential oils from abroad, and where the sellers are anxious to ship, the greatest difficulty is experienced in obtaining the necessary freight space. One of the members of this association purchased five tons of citronella oil late last fall for shipment from Ceylon. This is not a large order, as Citronella goes; but it took five different steamers, sailing at intervals of perhaps three weeks each, to enable the shipper to fill the order. This was because earlier in 1942 a somewhat cryptic edict had gone forth from Washington to the effect that no consignee of essential oils could import from certain countries more than one ton of the merchandise on any one vessel.

Difficulties Outlined

While the case cited may be an extreme one, it, nevertheless, illustrates the difficulty in importing, even when occasional vessels are scheduled. On the essential oils coming from Madagascar and the neighboring islands it has been practically impossible to effect imports because of the almost complete absence of freight space.

Fortunately for most of the members of this Association the oils which they particularly need are produced either in the U. S. A. or Mexico or in the West Indian Islands so that there is a minimum of difficulty in securing supplies despite the fact that things do not run as smoothly as in pre-war days.

To be more specific, let us take up lemon, orange and lime oils, in which nearly all of you are interested. California has continued to produce lemon oil in very large quantities and fortunately has made no change in its selling price over and above \$3.25 per lb. since June 1940. The price stabilization in this instance has met with considerable satisfaction on the part of consumers. This season the Californians are having more difficulty in securing the necessary labor to collect the fruit in the orchards in spite of the fact that many Mexicans are now being employed in this particular work.

Beyond this, the Lend-Lease group in Washington has bought considerable quantities of lemon oil from California and is likely to purchase even more. This results in a more conservative attitude on the part of the manufacturers of the oil, who are now limiting their sales to legitimate users in the hope of avoiding hoarding on the part of purchasers. There is very little doubt, however, that every buyer of lemon oil will be able to secure it when actually needed.

Ample Orange Oil Supply

We are also fortunate in America in being able to secure, from at least two of our states, ample supplies of orange oil supplemented by the availability of heavy Brazilian stocks. The last mentioned oil does not run quite as uniform as do the American oils but it will find an outlet in this country, in spite of the 25% protective import duty, in case the American manufacturers run temporarily short of supplies. This latter contingency, however, is most unlikely. During the past few months the market for orange oil has been on the weak side, due in part to the threat from South America. The oil from French Guinea in West Africa, which reached this country in considerable quantities in pre-war years, has arrived in only a petty way of late owing to shipping shortage and political reasons. Until the Mediterranean situation has cleared up even more than it has to date, we must not expect too much oil from Africa. The supply there, however, should be borne in mind.

Distilled lime oil of better and better quality is coming out of Mexico by rail and is competing successfully with the somewhat better known article from the West Indies. Years ago Dominica supplied most of this article to American buyers, and, more recently, Trinidad. Now other islands have entered into the picture, but from all of these sources (with the exception of Mexico) the shipping problem looms large. In fact from some of the islands shipments have come in by air. This, of course, involves heavy transport expenses which could not be borne by very cheap articles. We should be grateful, therefore, that we can count on Mexico for substantial quantities of oil

(Continued on page 30)

Use of New and Alternative Ingredients to Meet Wartime Material Shortages

By JAS. A. KING The Nulomoline Company 120 Wall Street, New York, N. Y. This report presented at the N.C.A. Wartime Conference is a complete and exhaustive survey of present ingredient conditions.

Several weeks ago when I learned that I was to enjoy the privilege of addressing the N.C.A. Wartime Conference on the subject of "Use of New and Alternative Ingredients," I immediately addressed letters to 50 different allied trade firms asking for information on new products, replacement materials and alternative food ingredients.

I am pleased to report that over 95% of the firms replied, many of them sending samples and offering suggestions on the use of standard products, many of which may be used to replace other scarce basic food materials extensively used by our industry. Therefore, what I have to say is mainly a report on a quick survey covering the materials situation as gleaned from the replies received, plus contacts with candy manufacturers and a search of our trade papers and scientific literature, including a few practical tests.

New Products Scarce

Ouite a few of the allied firms frankly stated that they had no new products to offer at present. Their ability to produce was devoted principally to materials for the military forces, lend-lease and other governmental agencies. In suggesting various ways in which the replacement product or alternative ingredients may be used, due allowance is made for changes in appearance, taste and consistency of the candies in which some of these emergency food materials may be used. However, many of the new and suggested materials will serve to still further enhance the abundantly nutritive properties of

In order to foster free and open discussion of any product, it is



the policy to avoid mentioning trade names. However, any individual who may be interested in obtaining the name of the firm making or merchandising any of the materials under discussion can obtain a complete list of the names and addresses of the manufacturers and a brief description of the products offered by addressing me at my business address.

Now, we will discuss the materials in their alphabetical order, starting with acids—fruit acids, such as citric and tartaric as derived from lemons, oranges, grapefruit, grapes and limes as these fruit acids are none too abundant. However, if either mallic acid as obtained from apples or lactic acid as present in butter-milk are available, these food acids may be used to stretch the supply of the citric or tartaric acids.

I also contacted a producer of refined concentrated apple juice which is the so-called apple honey used by the tobacco industry as a replacement product for glycerine. I was hopeful that a quantity of mallic acid could be extracted from the concentrated apple syrup but was informed that the tobacco trade was taking most of this syrup and that the expense of extracting the relatively small amount of mallic acid recoverable was rather high and that it was extremely doubtful that any material increase in available mallic acid would result from this source.

Egg Albumen

It is apparent that the natural replacement product for either powdered, flaked or granular albumen or dried egg whites would be either fresh or frozen egg whites when and if obtainable. The only other ingredient which I have learned of and with which, no doubt, many of you are familiar, due to the fact that it has been used for several years, is the powdered soya protein derivative. It is handled in much the same manner as powdered albumen; it is a highly nutritive product and is used to either partly or completely replace albumen in various types of candies, notably in grained candies, such as cast and rolled cream centers, grained nougat, sea foam kisses, fudge, etc., and the suppliers will furnish formulas and instructions for these as well as chewing candies.

Agar-Agar Replacement

Agar-agar or Japanese gelatine, as it is commonly called, is being fairly satisfactorily replaced by a comparatively new product which is a vegetable colloid. However, when using this comparatively new vegetable colloid, the manufacturer suggests the use of a buffer salt and fruit acid in order to produce a gel; whereas

FIRST CHOICE

FOR FINER JELLY CANDIES EXCHANGE CITRUS PECTIN

FIRST CHOICE FOR QUALITY: Jelly candies made with EXCHANGE Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

Feature them in all your packs and assortments.

They have a superior quality your customers recognize.

The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

FIRST CHOICE FOR PROFITS: EXCHANGE Citrus Pectin Candy cuts production time—sets and is ready for "sanding" in a few hours—packs easily in bulk. With EXCHANGE perfected formulas, you can be sure of a good batch—and good profits.

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!



CALIFORNIA FRUIT GROWERS EXCHANGE

Products Department, Ontario, California

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HERE IS THE WARTIME STORY OF

Exchange

Sweetose





Demand for "SWEETOSE" is the heaviest in history. Thanks to "SWEETOSE" characteristics, many a once-despairing manufacturer is still able to keep the emphasis on quality in his products. Quite naturally, the demand for "SWEETOSE" has accelerated so swiftly that — under wartime conditions—we cannot produce enough to go around. For the duration, then, this sweetener that's different must do unlimited good on a limited scale. Meanwhile, may we suggest that you remember "SWEETOSE" for those fine postwar formulae you are now planning?

""SWEETOSE" Reg. Trade Mark for Staley's Enzyme converted Corn Syrup.

TWICE AS SWEET • • • THRICE AS FLUID
as ordinary corn syrup

A. E. STALEY MANUFACTURING CO.

DECATUR, ILLINOIS



when using agar-agar, it is not necessary to add a buffer salt. It is well known that if fruit acid is added to a batch of agar jelly at temperatures much above 125 degrees F., the acid will destroy the jelling properties of the agar; whereas the addition of fruit acid to the vegetable colloid jelly is an essential part of the process. It is also claimed by the manufacturer that when using this vegetable colloid the batch can be strongly flavored with fruit acid and no difficulty will be experienced with premature setting while casting and no sweating of the finished candies will occur.

Another new and quite interesting jelly producing substance extracted from the sea weed which grows on rocks along the Atlantic seaboard is Carrageen, commonly known as "Irish Moss." The sea weed is especially processed to produce the gelatinous carbohydrate principal known as Carrageen which is the active jellifying substance found to possess properties similiar to agar-agar. It is reported that the supply of this especially processed Irish Moss is available in ample amounts.

Upon receipt of the small sample which I received from the manufacturer, I immediately went into the laboratory and made two test batches of jelly. The formula was based upon the following:

40 pounds Granulated sugar

10 " Invert sugar 50 " Corn syrup

2 " Irish Moss

60 " Water

The Irish Moss was mixed with the water and stirred and heated to the boiling point, then the sugar, invert sugar and corn syrup were added and the batch boiled until it was quite thick, at which point I deliberately added an excessive amount of citric acid in order to determine whether the acid would destroy the jellying properties of the Irish Moss. The batch was poured on wrapping paper and allowed to set. The jelly set to a rather firm mass indicating that smaller amounts of the Irish Moss could be used.

Formula Adjustment

I thereupon adjusted the formula using materials on the following basis:

40 pounds Granulated sugar

50 " Corn syrup

10 " Invert sugar

1½ " Irish Moss 50 " Water

In order to eliminate as many frills as possible and simplify the process, I simply mixed the powdered Irish Moss with the dry sugar, then added the water, corn syrup and invert sugar and stirred and heated the batch to the boiling point, at which stage the Irish Moss had dissolved. then continued to boil the batch, stirring constantly, to 215 degrees F. At this point I again added an excessive amount of citric acid to determine whether the fruit acid would have any thickening or setting action upon the jelly. I am glad to report that I cast this batch into starch without any difficulty whatsoever. Based upon these two simple tests, it would appear that Irish Moss will be found useful as a replacement product for agar-agar and pectin.

May I repeat that the addition of the fruit acid at temperatures above 200 degrees F. apparently had little or no effect upon the setting character of the jelly nor did it appear to destroy or reduce the strength of the resulting jelly. The resulting jelly was moderately firm and clear and of continuous structure, but more water should have been evaporated by boiling the jelly to higher temperatures, thus checking the tendency to sweat.

Butter and Oils, Fuild, Plastic and Hardened

During the past year a number of fairly satisfactory edible oil products have been developed and are being used extensively as a replacement product for the different types of coconut oil. There are special oils used for roasting purposes and other plastic and hardened oils of both vegetable and bovine origin. Considerable progress has been made in processing the oils derived from the soya bean, beef and peanuts which are all domestic products.

Cocoa Powder and Chocolate

Simulated cocoa powder of high food value is also being offered, some of which consists of combinations of roasted barley, wheat flour, plus edible oils and simulated chocolate flavor. There are also products offered as a means of boosting or enhancing chocolate flavor as used in syrups and other preparations. These chocolate flavor boosters contain what the manufacturer defines as

amino sugars. As yet, I have found no alternative product offered that might be used as a replacement product for chocolate coating other than fondant for bonbon coating made from a combination of granulated sugar, corn syrup, invert sugar, edible oil, evaporated milk, chocolate color and simulated chocolate flavoring.

Due to the difficulty in handling a fondant coating of this type on standard coating machines, the bonbon coating would necessarily be of limited use. Probably a closer approach to the question of producing a simulated chocolate coating that could be run satisfactorily on standard coating equipment would be a combination of hardened edible oil plus roasted flour or processed peanut or cotton seed meals, plus flavoring and coloring.

Cocoanut Alternative

An alternative product for dried coconut, of which the basis is corn flakes sweetened with sugar and flavored with simulated coconut flavor and salt, is available in fairly sizable quantities. There is also the possibility of using pre-cooked whole wheat, also shredded whole wheat, which are available in either shreds, nugget or flake form. Other breakfast food type cereals of the precooked variety are also available in the form of pre-cooked flaked oats. Toasted soya grits are also used to replace toasted coconut when used as a garnish on cast and cut marshmallows, and these cereal products may also be used as a protective coating on many other types of candies. The bright appearance and malt flavor of some of these products are a distinct asset.

Nuts

Some of the nuts that are difficult to obtain in sufficient quantity may be replaced by the addition of newly developed malted kernels. They were designed primarily to take the place of coconut. This alternative ingredient is not at present available in quantities as some difficulty is experienced in obtaining equipment. It is hoped before long that sizable amounts can be purchased. This product consists of a combination of wheat, corn, malted barley, corn sugar and salt. Due to their bright appearance, they are also being used for topping purposes.

(To be continued)



EYES THAT GUARD YOUR REPUTATION

The very life of your business depends on the purity and uniformity of every ingredient that goes into your products.

Yet the human element enters even into the production of fine food flavors—one of the most closely controlled operations in all industry.

That's why Monsanto control laboratories are staffed by highly skilled chemists. And that's why you can depend on controlled quality in *every* shipment of *every* Monsanto flavor that reaches your plant. Monsanto Chemical Company, Organic Chemicals Division, St. Louis, Missouri.

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Ethavan (Ethyl vanillin) Coumarin Monsanto

SERVING INDUSTRY ... WHICH SERVES MANKIND



Delicious Food

Yes... Candy is delicious food—

Flavor makes it so. And for fifty seven years George Lueders & Company have been helping confectioners make better candy with more delicious flavors.

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• Lueders Butterscotch

A Concentrated Imitation Essence, Stable and Strong—True to Type. Suggested proportions—in ounces: Hard Candy per 100 lbs.—2 ounces Fondants per 100 lbs.—1½ ounces.

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Be Mentally Alert:

Keep up With Changing Industry Problems

Read:

THE

MANUFACTURING CONFECTIONER

400 W. Madison St. Chicago,

Chicago Candy Club Sells \$7,140,000 in War Bonds

Huge Gathering of Candy Jobbers and Manufacturers Shatters all Records in Mammoth Bond Rally.

In a spectacular demonstration of trade unity and industry co-operation, 1200 guests of the Chicago Candy Club filled the Grand Ballroom of the Hotel Sherman on Friday evening, June 4th, and bought the almost incredible sum of \$7,140,000 in War Bonds.



Sidney Z. Hoffmann

Many trade celebrities participated in this important Rally. At the speaker's table were Sidney Z. Hoffmann of Walter Baker, president of the Chicago Candy Club; Rolfe M. Lobell, General Sales Manager of Overland Candy Corp. and Chairman of the Bond Rally; Phil Gott, President of the N.C.A.: Chas. Scully of the

Williamson Candy Co.; Arthur L. Stang of Cracker Jack; Ted Stempfel of E. J. Brach; Lester Winternitz, the well-known auctioneer, and Sgt. John Barry, hero of Guadalcanal and Midway, who gave a stirring talk on his experiences.

The first lot auctioned consisted of 1000 boxes of Candy Bars and Packages donated by various manufacturers to the Service Men's Center of Chicago, which was accepted in behalf of Chicago's Mayor, the Hon. Edward J. Kelly, by Alderman Geo. D. Kells. The high bidders for this lot, totalling \$125,000 were Messrs. Smerling of Confection Cabinet Co., Diller of Nutrine Candy Co. and Mathias of Walter H. Johnson Candy Co. From then on the auction was a riot of excitement as lot after lot was put up for bidding . . . every moment held a thrill that had the spectators on the edge of their seats . here before their very eyes was the greatest demonstration they had ever beheld of patriotism, loyalty and trade co-operation. This is best attested by the staggering total of \$7,140,000 War Bonds sold, against which the amount of ex-quota candy supplied by more than 100 manufacturers was insignificant.

YOUR TIME IS WORTH MONEY!

Perhaps the manpower shortage leaves you with more to do—in less time—than ever before. Studying price and rationing regulations takes valuable time. Profit by using your time in your own business. Put your sugar problems before us. We study and interpret the regulations for you.





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Sugar Economists & Brokers

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Mexican Sugar Embargo Is Commended by N.C.A.

M exico's action in putting an embargo on all extry, thus halting efforts of American concerns to circumvent American sugar rationing regulations, was comended in resolutions adopted at the closing session of the National Confectioners' Association wartime conference at the Palmer House, Chicago.

"The United States government and business agencies should support programs which restrict and control importations of sugar and sugar products from any sources which tend to throw out of balance the equitable distribution provided under the rationing program, and also tend to affect adversely American industry and labor," the resolutions declare. They follow, in full:

WHEREAS, Sugar is being distributed in the United States on a definite rationing program; and

WHEREAS, Candy, sugar syrup and sugar products which can be converted by industrial users are being imported from Cuba and Mexico; and

WHEREAS, Some of these goods are sold without identification as to the country of origin in competition with quality products domestically produced;

BE IT RESOLVED, That, where transportation facilities are available, instead of being used to bring in candy and other sugar, they should be used in bringing in sugar which may be equitably distributed to all consumers, and

BE IT FURTHER RESOLVED, That the National Confectioners' Association commends the action taken by the Mexican Government, establishing an embargo on sugar and sugar products and expresses the opinion that such action should be helpful to the people both in the United States and Mexico; and

FURTHER, That the government and business agencies should support programs which restrict and control importations of sugar and sugar products from any sources which tend to throw out of balance the equitable distribution provided under the rationing program and also tend to affect adversely American industry and labor.

EDITORIALS

(Continued from page 13)

there because you use many of those forms in a year's operation of your business.

Before okaying the use of a piece of paper, any piece of paper, decide whether or not it is vital, whether it could be lighter in weight or smaller in size.

We are facing a definite and real break on the paper front unless we act promptly and decisively now. If you make important use of every scrap of paper now, we won't face such a break.

It probably won't be quite as handy to turn the sheet over and it probably won't look quite as nice to write carbons and notes on both sides of the paper, but if we don't do these things we are wasting 50% of our paper supply.

To paraphrase an old saying, "for waste of a piece of paper, more wood pulp was needed. For need of more wood pulp, more transportation was tied up. For need of more transportation to haul wood pulp, some implements of war vitally needed were held up. Because these items were held up the life of a soldier may be endangered or lost. All for the wasting of present paper supplies."

It's not fantastic, it could happen. It's the little things that build up to the big victory. So, save your paper.



BURRELL

Stars Ready to Help **BRFAK**

PRODUCTION BOTTLENECKS

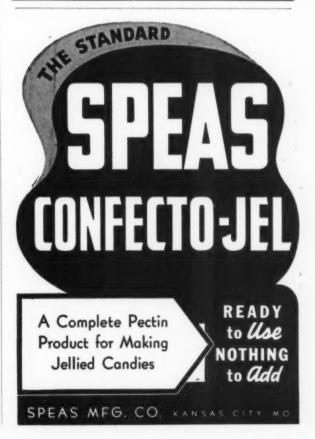
- * CRACK-LESS Glazed Enrober Belting
- * THIN-TEX CRACK-LESS Glazed Belting
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight)
- * Bottomer Belts (endless)
- * Feed Table Belts (endless)

Proven ability to "take it" has placed BURRELL Belting in practically all Confectionery Plants. Why not yours?

"BUY PERFORMANCE"

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413 S. Hermitage Ave., Chicago, Ill.

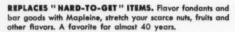




HERE'S an old friend to help on those new problems that are everybody's headaches now—shortages, restrictions, rising costs.



FORTIFIES CHOCOLATE. You're making coatings thinner to meet government requirements, using less cocoa and chocolate in fondants and bar goods. Make what chocolate you do use taste more "chocolaty" by adding Mapleine to dip and fondant formulas. You can use less chocolate when you boost its flavor with Mapleine.





HELPS CUT COSTS. Mapleine is economical, concentrated. A little flavors a lot. Saves you money. Learn more about Mapleine. Order from your regular supplier or write Crescent Manufacturing Company, 659G Dearborn St., Seattle, Wash.

MAPLEINE IMITATION MAPLE FLAVOR The Extra-Help Flavor in Wartime

Builders of ...

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Our service departments will help you with any of your technical problems.

UNIFORM...DEPENDABLE

Confectioners' Corn Syrups, Thin Boiling Starches, Moulding Starch



SUPPLY TRADE NEWS

Standard Synthetics Staff Change

Mr. Philip Slapin, who has been a salesman for Standard Synthetics for the past 18 months has left their service according to an announcement from the company. Mr. Marcel Gunder, who recently joined the firm, will take over the territory formerly covered by Mr. Slapin, namely New York City, New Jersey, Philadelphia, Baltimore and Washington, D. C.

Dr. Powers Joins Monsanto Staff

Dr. Donald H. Powers has joined the staff of Merrimac Division of Monsanto Chemical Co., as specialist on applications of these chemicals in the textile industry. Dr. Powers was formerly connected with the Du Pont company, United States Finishing Co., and Rohm and Haas.

Levin Joins Lamborn Riggs & Co.

Mr. Albert Levin, who has had a broad experience in sugar futures as well as in raw and refined sugars has joined the staff of Lamborn, Riggs & Co.

Magnus Honored

Percy C. Magnus, president of Magnus, Mabee & Reynard, Inc., prominent essential oil house, was the guest of honor at a dinner held at the Union League Club in New York in celebration of the 95th anniversary of the East River Savings Bank. Mr. Magnus is on the Board of Trustees.

John Godston Joins FDA

On May 28th, John Godston left the American Molasses Co., New York City, to work full-time handling the New Foods Section, Food distribution administration, U. S. Department of Agriculture, Washington, D. C., where he has been a part-time consultant each week during recent months. During the past 15 years, he has been working on the development and uses of new products for the above company and its subsidiaries including the Sucrest Corporation, The Nulomoline Co., and Applied Sugar Laboratories, Inc.

National Starch Engineer Honored

Lt. Vincent C. Rethman, former chemical engineer of National Starch Products' New York service department, has been awarded the Distinguished Flying Cross and the Air Medal with three oak leaf clusters for his achievements against the axis in North Africa.

Angermeier Appoints Thurber

Herbert Angermeier, of T. H. Angermeier & Co., New York, announces the appointment of the Hobert J. Thurber Co., as brokers to cover the midwestern territory. In addition to the Angermeier company, the Thurber Co., represents the following companies: Wilbur Suchard Chocolate Co., Littiz, Pa.; C. M. Pitt & Sons, Baltimore; W. A. Cleary Corp, New Brunswick, N. J.; Goebel Co., Chicago; Blue Bar Division of Durkee Famous Foods, Chicago; Food Material Corp., Chicago; Ward Milk Products Division of Kraft Cheese Co., Chicago.







FLAVORS ESSENTIAL OILS

• THIS unique catalog "C" contains a handy cross index on the "Correct Flavor to Use" listed under Food Classifications. Send for your copy today.

P. R. DREYER INC.

NEW YORK, N. Y.

A Complete Line -

of flavors for every candy use.

> Headquarters For Essential Oils

- Peppermint
- Lemon
- Orange
- Cloves etc.

Write For Prices

Isker Addresses Food Institute

At the recent meeting of the Institute of Food Technologists, held in St. Louis, Mo., Col. Rohland A. Isker, Officer in Charge, Q. M. C. Subsistence Research Laboratory, Chicago, Ill., discussed some of the manifold problems relating to the feeding of our overseas army, which today, serving in 68 different countries of the world, constantly presents new and challenging opportunities to the Food Technologists. Dr. Bernard B. Proctor, Assoc. Prof. of Food Technology at the Massachusetts Institute of Food Technology, Cambridge, Mass., also addressed the meeting, speaking on the subject of dehydrated food compression and its application to wartime food conditions.

N. C. A. Convention

(Continued from page 18)

luncheon after which they heard talks by Col. John N. Gage, Executive Officer, Chicago Quartermaster Depot, and by Maj. R. W. Olmstead, Deputy Director, Food Distribution Administration.

Candy Plants at War

Colonel Gage discussed the part that candy plants are playing in the direct war effort. Many candy plants have turned from the making of candy to the output of parts for guns, airplanes, tools, etc. Four candy plants have now received the Army-Navy "E" award of merit. These companies were given the award because of outstanding work done in aiding the war effort.

Major Olmstead discussed the problem of shortages that we feel because of Lend-Lease activity but his explanation of the problem showed how essential it is that we maintain shipments of food to our allies. He pointed out that by keeping our allies in fit fighting condition, we are protecting the lives of American boys going across because it will mean just that much less for our army to accomplish if others continue to hold out against the

common enemy.

Mr. Paul R. Trent was chairman of the session on "Regulations Under Rationing" which featured the following speakers: Maj. D. J. Anderson, Army Exchange Service, New York; Lt. M. F. McCormick, Bureau of Supplies and Accounts, U. S. Navy; Capt. G. W. Powers, Rationing Section, Price Regulations Branch, Purchasing Division, OPA; Lt. Col. Walker, U. S. Quartermaster Department; Mr. F. E. Kelly, Williamson Candy Co.; W. W. Kolbe, Reed Candy Co.; and Mr. Fred Chait, OPA official.

The talks during this session were devoted to the discussion of problems of selling to the Army and Navy and to post exchanges etc. During the "Information Please" (Please turn to page 37)

CLEANING TIPS

for wartime confectioners

One SURE way to guard against bacterial contamination is, first, to clean your processing equipment THOROUGHLY, then spray or flush ALL surfaces with recommended solutions of that POTENT, fast, working germicidal management fast-working germicidal ma-terial, OAKITE BACTER-ICIDE.

Sure Way to Prevent **Bacterial Contamination**

FREE booklet tells how it SWIFTLY destroys harmful organisms . . . makes product quality more cer-tain. Send for YOUR copy

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Essential Oil Supply

(Continued from page 21)

which will pass muster as to quality. Really good expressed oil continues scarce and dear; but many consumers of bygone days have ceased to use it.

The two best known essential oils which used to be shipped from Hong Kong and its neighboring city, Macao, namely Anise Seed and Cassia, have become very scarce, particularly Cassia, which, today, is almost unobtainable as far as genuine U.S.P. quality is concerned. During 1941, very large quantities of Anise seed oil came into this country and the supply has lasted up to the present moment. Holders now, however, are becoming very conservative. American made Cinnamic Aldehyde is replacing Cassia oil to some extent and may account for the fact that so-called Cassia oil is still available to buyers.

We have come to the end of supplies of East Indian nutmeg oil which had, in past years, a very wide distribution in this country. The oil produced from the West Indian spice is not U.S.P. and its cost today, even if it were possible for distillers to obtain spice, would be prohibitive in view of existing ceiling prices on Nutmeg oil, which are based on the selling price of the East Indian oil during March 1942.

Several of the mid-western oils, notably peppermint, have become a severe "headache" as far as rectifiers, jobbers and distributors are concerned. Peppermint, spearmint and the other less important oils produced in Michigan, Indiana, Oregon and Washington are classified as farm products by our government because they are produced right on the farms immediately after cutting the plants. Because they are called farm products no price ceiling is imposed upon their producers. In the case of Peppermint, this absence of a ceiling at the source has resulted in a steady advance which many attribute to the fact that one or more menthol manufacturers are purchasing the product to replace the Japanese oil which in happier days was the source of menthol crystals.

Price Ceiling Effective

The jobbers of Peppermint oil, many of whom are members of this association, have however, price ceilings, based on their selling prices of March 1942, above which they cannot re-sell the oil. If, for instance, Smith Brown & Company sold Natural Peppermint oil in March 1942-at \$5.75 per lb they cannot sell at above that price today, even though it may cost from \$5.90 to \$6.00 per lb to buy the product on the farms.

Outside of a few such very perplexing situations, however, the effect of the "price ceilings" has not been bad

for the trade.

Speculative buying in many articles of interest to us

-Lecithin-

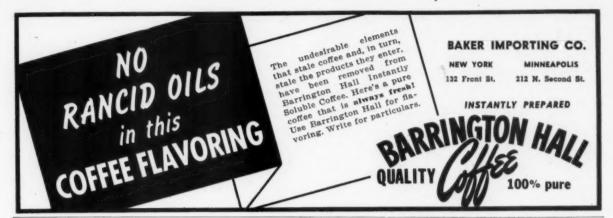
Patent 1,781,672 is now void and the use of Lechithin in Chocolate is without any Patent restrictions.

Our price and quality are right.

J. C. Ferguson Mfg. Works, Inc.

130-140 Ernest Street Providence, R. I., U. S. A.





has been pretty well eliminated, resulting in really healthier markets. The law of supply and demand has been allowed to function at under the price "ceilings" and, generally speaking, there is not very much real criticism about the trend of prices during the last 12 months.

Now that the optimists among us see a comparatively early end of the war, there are more and more questions asked as to what effect the re-establishment of peace will have on essential oils, particularly as to their market value. If the somewhat obsolete law of supply and demand were to continue in effect it would be a little easier to predict the tendency of prices but we are finding in many instances that the governments of various producing countries are barging into the supply problem and are fixing minimum export values on many products.

The reason for this is, of course, to increase revenue and primarily to obtain more United States dollars with which to buy much needed merchandise in this country. We have already witnessed several instances where articles, even in countries which can now ship to the U.S.A., are priced far above what the large accumulated supply justifies. On the other hand, where we might be led to expect an accumulated supply of goods in countries temporarily cut off from us, we may wake up and find a marked scarcity of the very articles needed. For instance, it has been reported that in the district around Grasse, in southern France where so many of the perfume oils have been produced for decades, there is hardly anything available in the way of jasmin, rose, lavender, rosemary, etc., due to the fact that those who have produced the herbs or the flowers in past years have been forced by circumstances to produce goods much more needed by the civilian population. Certainly there will be a very heavy demand from many European countries after the war for essential oils from which they have had to abstain from buying during the past three years or more. This increased demand will have a bullish effect on many markets.

On the other hand there are many who feel that the United States, which is the largest consumer of most types of merchandise, may enter into an economic slump due to unemployment and other causes which will reduce the normal demand for many of our products, thereby tending to bring down values somewhat. It would indeed be a wise man who could predict with any success the general trend of prices after the war ends. Some will go up and some will go down. It will depend to some degree on the foreign exchange problem which will offer difficulties to International bankers entirely unprecedented. My own feeling is that we are wasting time in trying to guess what may happen in 1944 or 1945 and to make the best of the sufficiently difficult situation which exists today.

VANILLIN

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A Finer Vanillin of Exquisite Aroma.

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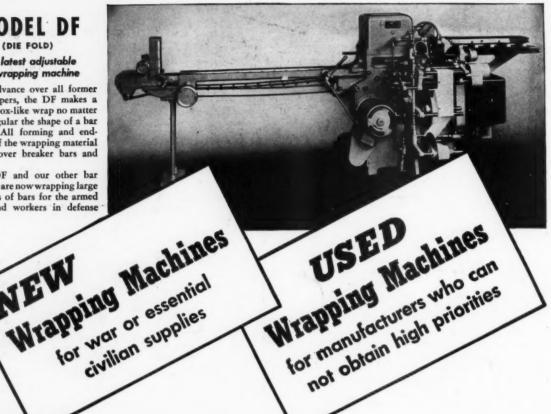
HOOTON CHOCOLATE COMPANY NEWARK, NEW JERSEY . EST. 1897

MODEL DF

Our latest adjustable bar wrapping machine

A real advance over all former bar wrappers, the DF makes a smooth, box-like wrap no matter how irregular the shape of a bar may be. All forming and endfolding of the wrapping material is done over breaker bars and tuckers.

The DF and our other bar wrappers are now wrapping large quantities of bars for the armed forces and workers in defense plants.



We can serve you either way

Because we are at present re-tooling for additional war work, our production has been so arranged that we can build a certain number of new wrapping machines without interfering with our armament work. So if you need an additional machine for essential supplies, don't fail to consult us . . . We'll be glad to give you helpful information about obtaining the necessary priorities.

If you can't obtain a sufficiently high priority, or haven't time to wait for a new machine, our Wrapping Machine Procurement Service will endeavor to put you in touch with a manufacturer who can sell or lease you a used machine of the right type. We have made a careful survey of the machines available and have on file the names of owners, model numbers and the kind of wrapping the machines can produce. In making use of this service, you are not restricted to wrapping machines now used in your field, for practically all of our machines are readily adaptable to different forms of wrapping.

Put your problem up to our nearest office

PACKAGE MACHINERY COMPANY, Springfield, Massachusetts NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO

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Over a Quarter Billion Packages per day are wrapped on our Machines

Solving the Problems Of Packaging Under War Conditions

By ARTHUR SNAPPER Milprint Company Milwaukee, Wis.

This subject is one which touches every manufacturer of candy and is one that is constantly changing under the pressure of war. This talk was presented Wartime Conference.

I have been asked to discuss the subject of PACKAG-ING UNDER WAR CONDITIONS. As I conceive this subject, what is desired is a brief analysis of the present situation and some attempt to appraise the future so as to chart a course which the industry may hope to follow, subject, of course, to the contingencies which may always arise and require us to re-appraise our situation from time to time.



Mr. Arthur Snapper. Milprint Co., has discussed the problem of packaging during wartime in this article. "Proper packaging," he says, "performs two functions: (1) the protection of the product packaged and. (2) the ornamental or sales function."

Proper packaging performs two functions: (1) the protection of the product packaged and, (2) the ornamental or sales promotional function. In normal times, both of these functions are of equal importance because there is nothing gained by protecting the product if it does not sell. In war times, however, the protective function is of greatest importance, and in fact, comes under the heading of an essential activity.

When foods are so scarce that they must be rationed, certainly nothing reasonable should be spared to see that they are not wasted through spoilage, breakage, or contamination, or otherwise permitted to become unfit or unpalatable. Furthermore, at a time when man-hours mean so much to the nation, the sanitary protection of food becomes doubly important. For these reasons, protective packaging of essential food products is generally recognized as a wartime necessity and I do not feel that we need fear any grave legal restrictions on this type of packaging.

In passing, let me point out that I have referred in this statement to packaging essential food. Up to date, the candy industry has been fortunate in gaining recognition of the fact that candy is food, but I want to point out that you cannot rest easy in this position.

The "crusaders" are on your path. During the last

war the "crusaders" took advantage of opportunities offered by wartime restrictions on personal liberties to try to revolutionize the drinking habits of the nation. They are opportunists and you can be sure that there are a certain number of them who are waiting for the opportunity to reform the candy eating habits of the American people. The only way that this can be com-batted is by an educational program such as is being put on at the present time, and it is a matter of vital importance to everyone in your industry as well as to those who deal with your industry to get actively behind this program to establish candy as food. If you are sufficiently aggressive in this respect, the crusaders will be able to find better opportunities than the candy industry.

With reference to the second function of packaging, namely, the ornamental or sales promotional function, our situation is not so good. It is still important to "merchandise" your product, but this must be accomplished without the use of critical materials. The exercise of packaging skill becomes doubly important under these circumstances. True, you may be able to protect your product and sell all you can make, in a sloppy, unattractive package, but by the time the war is over, your product will have a negative association in the minds of your customers, and when they can get more attractive merchandise, they will not buy yours.

With the exercise of ingenuity and skill you can still, even under war conditions, have an attractive package and retain the identity of your product, by retaining your color scheme, brand name, and other identifying features of your package, even though some of the frills and fancy touches may have to be left off.

Retain Your Identity

In passing, I want to point out that here again we must look out for the "crusaders." Under all conditions, retain the identity of your product. To the "crusader" candy bar is a candy bar, and if it contains Grade "A" ingredients, it is a Grade "A" bar. Flavor, palatability, uniformity and good-will are intangibles which they do not recognize or consider. Therefore, I say, grade labeling or not grade labeling, let us set up as one of the objectives that we must hold at all costs the retention of the identity of your product.

Now, for a brief resume of the legal restrictions imposed on packaging. At best, this can be but a fleeting glimpse at the numerous orders affecting the packaging industry. A detailed analysis of each one of these orders

Order L-20 refers to cellophane and prohibits the use of cellophane for a candy box overwrap. It does permit



This photo shows the new Tootsie Temptee package in use at the present time by the Sweets Company of America. The Sweets' line has been consolidated as a war measure and is packaged in order to save packaging materials.

other uses of cellophane on candy where necessary for the protection of the product itself.

Order M-286 limits the use of glassine paper to those cases where its protective qualities are required. The provisions of this order prohibit the use of glassine on candy and candy products when used as a container overwrap or a container liner in conjunction with or in addition to any other greaseproof paper wrapper or in conjunction with or in addition to any wrapper of cellophane or similar transparent materials derived from cellulose.

Greaseproof Liners

One question which frequently arises is whether or not a waxed sulphite liner can be called a greaseproof liner. Waxed paper is not greaseproof and, therefore, this order does not prohibit the use of a glassine wrapper and a waxed paper liner. Except for this one prohibition, the candy industry's use of glassine paper is unrestricted.

Order M-241 restricts the manufacture of various papers to a percentage of that manufactured during a base period from October 1, 1941 to March 31, 1942. Because of the protective functions of glassine, grease-proof and vegetable parchment, the manufacture of these items is permitted to the extent of 100% of the base period. Other wrapping papers are limited to 85%. In passing, attention should be called to the inventory provision of this order which prohibits building up an inventory of paper in excess of two carloads unless the inventory does not exceed a 60 day's supply.

Order M-241-a lists certain items on which the use of paper is prohibited entirely and other items on which its use is cut down. The list of items prohibited includes novelties—holiday, party, advertising and decoration, such as garlands, serpentines, horns, hats, table decorations and place cards, streamers, including those for window display and decoration, flower pot covers, costumes, artificial flowers and flower specialties, confetti, festoons, fireworks, bouquets and skewers.

Holiday Bands Not Prohibited

We have been advised that this does not prohibit the use of holiday bands which are placed around a standard package, the theory being that this actually saves material because it avoids the necessity for throwing away packages especially printed for holiday use which might be left over. In the case of a band, the band can be taken off and thrown away and the merchandise still remain salable. We have also been advised that the order does not prohibit the use of a special holiday package if the package does not contain any more pulp or paper than the standard package.

In the items restricted is included dollies and mats and tray covers which are restricted to 60% of the amount manufactured during the base period.

Order L-241 is a limitation upon the printing of paper and restricts all printers to the use of not more than 90% of the gross weight of paper or paperlike substance (which would, of course, include cellophane) put into process by him during the corresponding quarter of the calendar year 1941.

In view of the increased use of paper for packaging purposes this would greatly restrict the production of packages of all kinds were it not for a provision which excludes printed matter necessary for the production of, the delivery to, or the use of products by any department or agency of the United States. This enables us to get ex-quota paper for any packaging material necessary for delivery of your products to the post exchanges, Navy stores or other departments or agencies of the United States Government, so you see, it is important that you get accurate information not only so you may get exquota sugar and chocolate, but also that you certify this information to your package supplier, so that he may get ex-quota paper.

Order L-239 limits the manufacture of folding and set up boxes. This order is highly technical. It sets up maximum specifications for various types of boxes. Schedule 1 sets up the specifications for food boxes for some items. Candy boxes are not included in those for which specifications have been set up as yet, but you might be interested in looking over the specifications set up in the order for crackers and baked goods boxes, so that you might get an idea of what might be in the offing for the candy industry.

Special Boxes Cancelled

Order L-239 contains these further provisions which might be of interest. It prohibits the manufacture of any box for seasonal or other special purposes having a greater pulp content or area or weight of paper or paper-board than contained in the usual commercial box for like contents. It also prohibits the manufacture of any sleeves or extra containers for seasonal or other special purposes unless also required for the usual commercial box for like contents. These provisions, however, do not apply to the so-called two-in-one package, where two or more commodities usually separately packed are packed together.

This order prohibits the manufacture of dummy boxes for commercial display. It also prohibits the manufacture of boxes from certain grades of paperboard containing virgin wood pulp. It provides that no person shall commercially use on the inside of any folding box any liner



This is a view of the Milprint plant at Milwaukee, Wisconsin. The following article discusses the packaging problem facing the candy manufacturer.

made from virgin wood pulp or from any waste paper which can be processed to simulate the appearance of a virgin wood pulp liner, except where such liners are used in folding boxes for packaging wet or oily foods or other products determined by the War Production Board to require such liners for the protection of the product.

Order P-140 refers to the purchase of wooden and fiber shipping containers and sets up preference ratings for different industries. The candy industry is not included in any of the lists under this order, therefore, you must make application for a preference rating on Form PD-802 for such shipping containers as you may need.

Scrap Obsolete Plates

Order M-99 provides that all obsolete printing plates must be scrapped. A plate is obsolete as of July 1, 1942 or on the first day of any calendar quarter thereafter, it has been in existence (In the case of container printing) one year, and in all other cases, two and one half years and has not been used during such period, unless there is an assured future use of the plate.

This order also contains restrictions on the amount of zinc that may be used for making plates.

In passing, let me say that there are other orders restricting the amount of other metals that may be used for making printing plates so that it becomes desirable not to make any changes in plates that are not absolutely

Now, with reference to printing inks, there are more than 50 orders of the War Production Board affecting this situation. Dye stuffs, organic pigments, solvents, resins and oils are all restricted and on many of these items, such for example, as linseed oil, the situation promises to become tighter. For this reason, I feel that it is necessary to cut down the ink coverage on your bags and wrappers so far as may be necessary to meet these various restrictions and still retain the identity of your

CMP Regulation No. 5 permits those in the candy industry to issue an AA-1 priority for maintenances, repairs or operating supplies. We have had a number of customers offer us priority extensions under this regulation for their packaging materials, but we have been forced to ignore these priority extensions because amendments to CMP No. 5 expressly provide that priorities may not be extended under it for paper, or paper products, or cellophane or cellophane products.

Natural Shortages Discussed

In a general way this resume covers the legal restrictions on candy packaging. I wish, however, to call attention to the fact that there are natural shortages which also affect this situation. The total output of the Glassine mills is not sufficient to meet all of the requirements for glassine. This particular type of paper is used in many ways that are essential to the war effort. It is used for packaging sterilized bandages and surgical instruments, for packaging chemicals and other health supplies, in the winding of coils, the manufacture of condensers, as tracing paper in making of engineering drawings, for use in wrapping repair parts for guns, tanks, planes and other items of war which parts must first be coated with

A great deal of it is also being used as a liner in cardboard containers for products that were formerly canned in tin. For this reason, from time to time, it is probably going to be necessary to use substitutes for glassine paper. The primary protective function of glassine on candy

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is its greaseproof qualities and I feel that it is essential in substituting for glassine to substitute only those papers that have greaseproof qualities. Any other substitute will rob your packaging of its primary protective value.

The manufacture of box board is also less than the demand and here you may have to substitute lighter weights and less attractive finishes, but again, in substituting, you should always strive to retain the pro-

tective value of your package.

By and large, the bag industry is behind in deliveries due not only to the shortage of materials but also to the shortage of manpower. Bag machine operators are highly skilled workmen and cannot readily be replaced when they are taken out of the industry.

Anticipate Demands

It becomes necessary under these circumstances to anticipate your demands for all types of packaging material beyond what you would have to do in normal times.

Now, with reference to the future, it is very difficult and very dangerous to make predictions because no one knows how long this war will last, nor how severe conditions will get before it is over. For example, I am informed that in Germany and Sweden pulp mills are operating full but the pulp (with the addition of some beet sugar) is being fed to the cattle to keep them alive—but probably not very healthy. (Similarly, any kind of package may keep your product alive, but only good merchandising will keep your business healthy.)

If we should ever get to such extremes of necessity in this country, all present calculations would be thrown out of line. However, in the absence of such factors, I believe that the food industry will continue to receive the material it needs for the protective packaging of its output, even though the pulp situation is grave and will become worse. If the candy industry continues the splendid job that it has started of educating the public on the value of candy as food, I believe that it will continue to be classed with the food industry and that it, too, will receive what is needed for the protection of its output, especially if the candy industry continues to sell the present high percentage of its output to post exchanges and other Government agencies.

Printing Problems

With reference to inks, varnishes, lacquers, etc., I believe that the problem will continue to become more acute as this war continues, but I believe that with the exercise of ingenuity, the industry can do a job of putting out attractive and appetizing packages which will retain the identity of your product and protect the good will which so many of you have built up over the past years.

The future of the candy industry depends upon the kind of candy you are feeding to the people today. We maintain that candy is food which means that it should be palatable, appetizing and healthful. If substitutes or extenders are used to such an extent that candy becomes unappetizing or unhealthful, you are endangering your standing as part of the food industry and while it might give you a few more pounds of candy to sell today, you will lose sales because of it tomorrow.

To sum up my thoughts on this matter of wartime packaging, my recommendations would be that you guard your status as part of the food industry and that you bear in mind that the primary function of your packaging during war times is protection against waste and contamination and that you retain under any and all circumstances the identity of your product by retaining

the identity of your package.

Clark Heads N.M.T.A.

Roe S. Clark, vice-president and treasurer of the Package Machinery Co., Springfield, Mass., has been re-elected as president of the National Metal Trades Association.

Candy For Service Clubs

Government officials have requested the National Confectioners' Association, Chicago, to urge manufacturers to supply candy to Army Service Clubs. Under existing orders, candy producers can secure ex-quota chocolate for candy sold to these agencies but cannot secure extra quota sugar.

"Millions of Meals Daily . . ."

The world's biggest food customer met with the leading food producers of their country in Chicago recently when the Quartermaster Corps' key officers met with the Grocery Manufacturers Sales Executives of Chicago and discussed the subject "Millions of Meals Daily and How the Quartermaster Does It." It brought to light some of the problems which are sapping the war effort, encumbering, governmental restrictions, OPA fumblings, approaching food shortages and the threat of inflation with hampered production.

Chapman Is Honored

Mr. M. L. Chapman, sales manager of the Products Dep't. of the California Fruit Growers' Exchange, was recently elected district governor of the Rotary Club for the Southern California District. He was inducted in St. Louis on May 15th.







(Continued from page 29)

quiz after this discussion period, the question was asked as to whether or not there would be any replacement on fats and oils sold for Armed Services overseas to Hawaii, Alaska, etc. It was brought out that there would be no replacements on domestic use but that replacements could be had for overseas post exchange usage.

Pricing Under OPA

In the discussion of Pricing under OPA Regulations, Neal V. Diller, Nutrine Candy Co., acted as chairman of the session. Mr. J. M. Gleason, Senior Confectionery Specialist, Office of Price Administration and Mr. Jefferson Burrus, Jr., Chief Counsel Food Price Section, OPA, answered in a general way, a few of the questions that were brought up but brought out the fact that the answers they gave could not be considered official since the problems must be brought to them officially in their offices for lengthier discussion.

The quiz period did bring out the fact that the candy industry has probably done pretty well under general price control and most listeners agreed that they were undoubtedly better off than if price control had not been

established.

Manpower replacement is one of the most vital problems facing industry today, according to the discussion on this subject at the conference. Mr. W. S. Viles, E. J. Brach & Sons, discussed this problem and pointed out that candy making is a clean, pleasant, steady type of work with plenty of romance and adventure involved. In talking of the manpower problem faced by candy makers, Mr. Viles said that it is now necessary to utilize all available help. He suggested that the gate interview, wants ads, employment agencies, schools, colleges are all points that must be checked if manpower needs are to be met.

The part that handicapped persons can play in the war effort was talked about also. It was shown that these people can and will work and do a fine job if they are given a chance. They have more at stake in that they feel their affliction and, therefore, do a better job to make up for it. Colored help was also mentioned as a source of additional labor although this type of help is not as available as other kinds. There are a great many problems involved in assimilating Negro workers but some plants are doing it and making it work out.

Part Foreman Plays

Mr. George B. Cox, Curtis Candy Co., enlarged upon this subject by discussing the part a foreman or personnel manager should play in meeting the help problem. Mr. Cox told his listeners that physchological and sociological problems of workers must be studied and understood before it will be possible to combat in any way, the large

turnover of help.

The interviewer should create the first good impression on the prospective worker. This first impression is the most vital one of all. A complete application form should be used and filled out carefully in order to get complete background information on the employee. After the interview, the prospect should be taken into the department where he is to work, introduced to the foreman of that department, shown what the work will be like and told what the pay will be. He then, should be allowed to decide on the job himself before he accepts it. The purpose behind this procedure is to let the worker know ahead of time whether or not he will like his work and thus save the trouble of hiring a man or woman who won't stay after being put on the payroll.

Another good plan in making an employee feel at home

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on the job is to introduce him or her to an older worker who can then show this person how to operate his machine or where the rest rooms are or tell him what the lunch hours are, etc., all little items that a new man hesitates to ask of his boss. This procedure gives the new employee a chance to get acclimated and to think that someone is interested in his or her welfare.

Treat Help as Humans

It all boils down to a policy of treating each employee as though he was a real human being rather than an automaton who's only desire was to do more work. It's the job of the employer to sell his company policies to his employees if he wants the best loyalty and work.

As a last point made by Mr. Cox, before hurriedly "crying" about absenteeism, find out why your employees have stayed away and in most cases it will be a good reason or at least some reason that you can help the employee to clear up. Exit interviews are valuable and often the means of saving a laborer. If a man is leaving because he has some grievance, he can often be salvaged by talking to him and finding out the cause of his complaint and then relieving the situation so that he is no longer being bothered. In these times, especially, it behooves all plant managers and personnel men to do their best in retaining their help as each day brings new losses to the draft, and other industries. So the job is to hang onto what you have now.

As a fitting close to a valuable series of discussions, Dean Wm. H. Spencer, Regional Director, Region 6, War Manpower Commission, spoke on the subject of

"Essentiality."

Dean Spencer brought out the point that the candy industry is not exactly an essential industry in the official sense of the word, although the WMC does recognize the fact that it is doing invaluable work in maintaining morale and aiding the war effort. At the present time, there are only 35 industries that have the official stamp of absolute essentiality on them. Fifty to 60 percent of the output of the candy industry is going to the Armed Services according to Dean Spencer and this contribution towards health and morale building is one of the important factors aiding towards our eventual complete victory over the axis.



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MACHINERY FOR SALE

New and used steam jacketed copper kettles, various sizes, attractive prices and good deliveries. Address F-6436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE: 1 Werner Drop Machine, 1 Racine Duplex Sucker Machine, 3—3x8 Cooling Slabs, 4 Mills Batch Rollers. Address E-54315, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

1-National Equipment latest style 24" chocolate coating machine, with 60-ft. cooling tunnel, automatic temperature control, machine practically new condition. Address E-5432, c/o The Manufacturing Confectioner, 400 W. Madison, St. Chicago, Illinos.

1 PACKAGE Machinery LB type sucker wrapping machine for ball pops and flat suckers. This machine is in excellent condition. Address Close & Company, 2021 W. Fulton St., Chicago, Ill.

FOR SALE: 1 Package Machinery Sucker Wrapper; 1 Each Package Machinery Model K and KD Kiss Machines, with motors; 2 Hildreth Pulling Machines, No. 6, double arm, 200-lb. capacity, motor driven, and 2 Hildreth Pulling Machines, display models, 10 to 25 lb. capacity; 3 American Candy Pullers, factory sizes, 100-lb. capacity. Address C-3437, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

FACTORIES WANTED

WANTED for cash on the spot a candy factory with not less than 1000 bag per year sugar quota. Equipment and good will not of much importance. Address C-3431, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

FACTORIES WANTED

We are interested in purchasing a modern going candy factory located in the east or far west. Prefer one equipped for making fudge. Send complete details to C-3432, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED: Candy factory. Will purchase for cash, operate, and keep organization intact. Have sufficient capital and knowledge of business to operate company successfully. Will pay 'spot' cash with or without real estate. Please give full details. Address C-3435, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MISCELLANEOUS

WILL BE GLAD TO CONSIDER AN INTEREST in a substantially sound factory in the middle west. Small or medium size. I know my plan of operation and distribution will realize more profit per pound. Address F-6433, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED—Job Lots—Corn Syrup, Other Syrups, Nuts, Fruits, Albumen, Cellophane, Miscellaneous Supplies. Highest Cash. Cramer, Box 644, Frederick, Md.

Will sell or license a new candy production process Basic Patent, in which individual pieces are formed and wrapped with a transparent hermetically sealed wrapper simultaneously. Full details if interested. Address E-5436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illionis.

MACHINERY WANTED

CUT ROLL MACHINE for making Hand Roll Centers. Must be in good condition. Advise best price. Address 6434, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED

EQUIPMENT WANTED

You can perform a war time service by putting every idle machine back to work! We have jobs for idle equipment in plants doing war work. Wire collect what you can offer.

UNION STANDARD EQUIPMENT CO. 318 Lafayette St., New York, N. Y.

Machinery Wanted—A starch cooler and dryer. Address E-54317, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED: A cream beater, about 100 gallon capacity. Address E-54313, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

Wanted to purchase for cash the following equipment: Automatic Nougate Cutter, 50 Gal. Double-action Tilting Steam Kettle, Motor driven, Enrober 16", Two-way Caramel Cutter, Nougate Beater, and Aluminum Molds. Give Full details, price, and where equipment may be inspected. Interested only in new type equipment in A-1 condition. Address E-54314, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

WANTED

Model E Friend Hand-Roll Machine 65 lb. (approximate) capacity. This machine has solid base, not 4 legs. If you have another model, give the model letter and serial number, the capacity, and whether the base has legs or is solid. SUNDAY'S CANDIES 644 BLUE HILL AVE., DORCHESTER, MASS.

MACHINERY WANTED: 1 Model K.D. Kiss Machine. Address E-54316, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.



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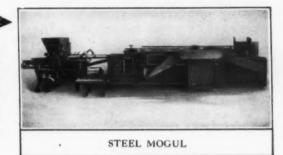
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National Equipment Fully Automatic Steel Mogul. motor driven, with motor driven depositor. This machine was in operation until recently and was maintained in excellent condition.



1-Simplex, Model E, Steam Vacuum Cooker, Double Tilt Type for use be-tweent 2 Cream Beaters.

KETTLES

2-National Equipment Chocolate Kettles-2000

Ib. cap.

I—Lehman Chocolate Kettle—2000 Ib. cap.

I—Lehman Equipment Chocolate Kettles—600 Ib.

I—National Equipment Chocolate Kettles—600 Ib.

I-National Equipment Chocolate Kettle-400 lb. cap.

Steam Jackete'd Copper Kettles .10-100 gal. cap.

I-National Equipment Co. Fully Automatic Wood

2-Package Machinery Co. Model K, Kiss Ma-

.

. .



National Equipment Chocolate Melters 300—500—1000 lbs. cap.

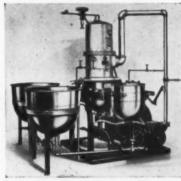
Racine Die Pop Machines, Models M & H, with all dies, conveyors, parts, etc. Savage Marshmallow Beaters 80 gal. cap. 60 gal. Cream Breaker

Mogul.

chines

Mills No. 20 Marshmallow Beaters. Racine Pulling Machine.

York Batch Rollers. Peanut Roaster-I bag cap.



National Equipment Continuous Cooker, with pre-melting Kettles.

I-150 gal. cap. Copper Steam Jacketed Vacuum Pan complete with vacuum pump and accessories.

Friend Super-Dreadnought Plastic Ma-

chine, cap. 450 lbs. per minute. I-Greer 32" Coater Complete with all attachments, cooling tunnel and packing table.

We pay cash for surplus equipment from a single machine to an entire plant.

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Hildreth Motor-Driven Form 6
Puller; Simplex Vacuum Cooker with
Extra Kettle; Brach Cutting Machine
with Complete Set of Rolls for Hard
Candy, and with Tunnel; Batch Warmers. Prefer location on West Coast.
Please give full description of condition, Price wanted. Address E-5431.
c/o The Manufacturing ConfecTIONER, 400 W. Madison St., Chicago,
Illinois.

WANT to purchase complete molding equipment. Filler, tumbler, and molds. Will consider machines without molds. Give price, condition, and location. Address D-4433, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

1 ALMOND or Kernel Blanching Machine. State capacity, construction and price. Address D-4431, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o The Manufacturing Confectioner, 400 West Madison Street, Chicago, Ill.

WANTED: Steel or wood moguls, automatic ball machines, and starch dryers. Interested in modern equipment in good operating condition. Give full details, price, and where equipment may be inspected. Will pay cash and remove immediately. Address C-3436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED: Second hand cream beater. T. J. Boosalis, Candy Shop, Decorah, Iowa.

MACHINERY WANTED: Electric Chocolate Melter for approx. 40 lbs. Address C-3438, c/o The Manufac-Turing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED

WORKING SUPERINTENDENT for middle-sized high-class plant in New York City, manufacturing hard candies and chocolates. Steady employment, adequate salary with assured advancement for qualified man. White full details. Address F-6432, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

We are looking for a working Superintendent who is now working but feels he is not recognized or paid on the basis of his ability ad services. We are prepared to pay you well and have you part of a substantial firm located in Western Penn. Write giving age and experience. Address F-6435, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

ENROBER MAN, steady job in New York. Give full details regarding experience, salary expected, age, in first letter. Address, F-6437, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

ASSISTANT TO SUPERINTEND-ENT OF LARGE CANDY MAN-UFACTURING COMPANY

Permanent position. Excellent salary. Splendid executive opportunity. Must have thorough knowledge of candy making, plant operations, and labor management. Write full details of your qualifications and experience. Address E-5439, The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois. Your application will be considered confidential. Our organization has full knowlege of this advertisement.

WANTED: Man able to manage candy factory with 30 employees and supervise production of candy bar. Should be handy at minor machinery repairs. Draft exempt. Salary \$75 a week. Excellent future. Address D-4432, c/o The Manufacturing Confectioner, 400 W. Madison, St., Chicago, Ill.

HELP WANTED

COATER WANTED. Familiar with pharmaceutical tablet coating. Old established New York manufacturer. Good salary and working conditions. Yates Drug Co., Inc., 295 Lafayette Street, New York City.

Have you a boy in the Pacific? Do you want to be there when he comes ashore. We have a place in Los Angeles, California, for the following well recommended people. High class cast cream man for box candy. One competent hard candy man. Three chocolate dippers. Address E-54311, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

FOREMAN-CANDY MAKER. Experienced in making and supervising the manufacture of caramels, fudge, toffee and similar candies. Modern plant and equipment. A good man will enjoy working here. Write stating age, draft classification and experience. SWEETS CO. OF AMERICA, INC., 1515 Willow Ave., Hoboken, N.J.

HELP WANTED: Experienced candy maker. Must have real experience with the making of high grade candy. Apply Andes Candies, 4430 North Clark Street, Chicago, Ill.

CANDY MAKER WANTED: All around man for steady employment, not just a war job. Prefer man over 50 years of age. Good pay. Ellenel Candy Company, Monroe, Louisiana.

FORELADY—For small Chicago factory. To take charge of Chocolate and other departments on Packages, Bars, Penny and Bulk goods. Present forelady leaving on account of health. Therefore, apply at once. Address E-5438. c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

FOREMAN — All around working foreman. Advise your experience and whom you have worked for the last ten years, also wages expected. Address E-5437, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



POSITIONS WANTED

PERSONNEL DEVELOPMENT:

A superintendent with a sound training and background as a practical and technical candy man, has by actual contact experienced the procedures and methods adopted and results accomplished in this and other large food industries with the development of successful Personnel management. Present and future labor regulations and conditions, require the tact and experience to efficiently handle all matters of Industrial Relations, good knowledge of personalities; the faculties to determine the talents of and the ability to properly teach the employe to really fit the job; the will to create interest with the individual, to further stability and quality. These are among the economic factors, that establish better workmanship enthusiasm and permanency. The advertiser is qualified to direct and convey value to your organization. Knows this business, both production and administrative ends. Good connection, moderate salary desired. Address F-6431, c/o THE MANUFAC-TURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SUPERINTENDENT: An able man, with a background, that embraces the training necessary, to successfully cope with all the phases of production and its problems. An executive and a practical candy maker, that has considered and applied in detail the relative

POSITIONS WANTED

factors and affiliations of all raw materials and their composite values, to operating costs and quality standards, up to the point of consumer requirements. Has the tact and experience to intelligently accept orders and to train and direct plant personnel, in accordance with present and future labor requirements; to create interest and good performance among employees. Appreciates the value of equipment care and its capacity. Fully experienced with package goods, general lines, bars, specialties and chocolate coatings. Good records available. Interesting connection with moderate salary, desired. Correspondence accepted in strict trust. Address E-5433, c/o THE MANUFAC-TURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

SUPERINTENDENT or PRODUC-

TION MANAGER desires permanent connection with reliable manufacturer. General line or specialties. Twenty-three years experience in candy manufacturing, eighteen years of which have been in the above capacities. Experienced in all phases of the business and familiar with all modern equipment. Address E-5435, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

POSITION as Supt. or production manager in small factory or high

POSITION WANTED

grade retail store. Advertiser is a practical candy maker and can himself produce highest quality goods, but is more valuable as director or instructor on account of his knowledge and experience than for too strenuous work. Address D-4432, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

Position Wanted: Supt. of small plant desires to make a change. 30 years with present Co. Age 50 years. Prefer middle west or west coast. Address E-54310, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

WANTED—Position as foreman or superintendent. Prefer midwest. Thoroughly experienced in general line and bar goods. Can furnish good references. Available at once. Address E-54312, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATIVE

Jobber calling on stores, manufacturing plants, etc. specializing on fairs, celebrations, wishes additional lines of penny, bar, package goods, nuts, potato chips, pop corn, caramel corn, novelties, and kindred lines. Strictly cash. Address William J. Vance, P.O. Box 6609, Pittsburgh, Pa.



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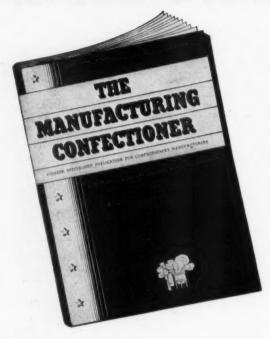
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Candy men actually on the production line know that THE MANUFACTURING CONFECTIONER is their most authoritative source on what's what and why in candy production and processing methods and procedure. They endorse it wholeheartedly.

Y OU, too, should join the ranks of the progressive manufacturers who read the Industry's only publication dealing exclusively with the manufacturing branch of the Candy Business.

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TO HIT 'EM H-A-R-D-E-R



THE year 1943 promises to be the grimmest, hardest year this country has ever faced. Every effort, and every dollar of national income not absolutely needed for existence, should go into war work and War Bonds.

In the Pay Roll Savings Plan, America finds a potent weapon for the winning of the war—and one of the soundest guarantees of the preservation of the American way of life!

Today about 30,000,000 wage earners, in 175,000 plants, are buying War Bonds at the rate of nearly half a billion dollars a month. Great as this sum is, it is not enough! For the more dollars made available now, the fewer the lives laid down on the bloody roads to Berlin and Tokio!

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This is a continuing effort—and it needs continual at-

tention and continual stimulation to get fullest results.

You can well afford to give this matter your close personal attention! The actual case histories of thousands of plants prove that the successful working out of a Pay Roll Savings Plan gives labor and management a common interest that almost inevitably results in better mutual understanding and better labor relations.

Minor misunderstandings and wage disputes become fewer. Production usually increases, and company spirit soars. And it goes without saying that workers with substantial savings are usually far more satisfied and more dependable.

And one thing more, these War Bonds are not only going to help win the war, they are also going to do much to close the dangerous inflationary gap, and help prevent post-war depression. The time and effort you now put in in selling War Bonds and teaching your workers to save, rather than to spend, will be richly repaid many times over—now and when the war is won.

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